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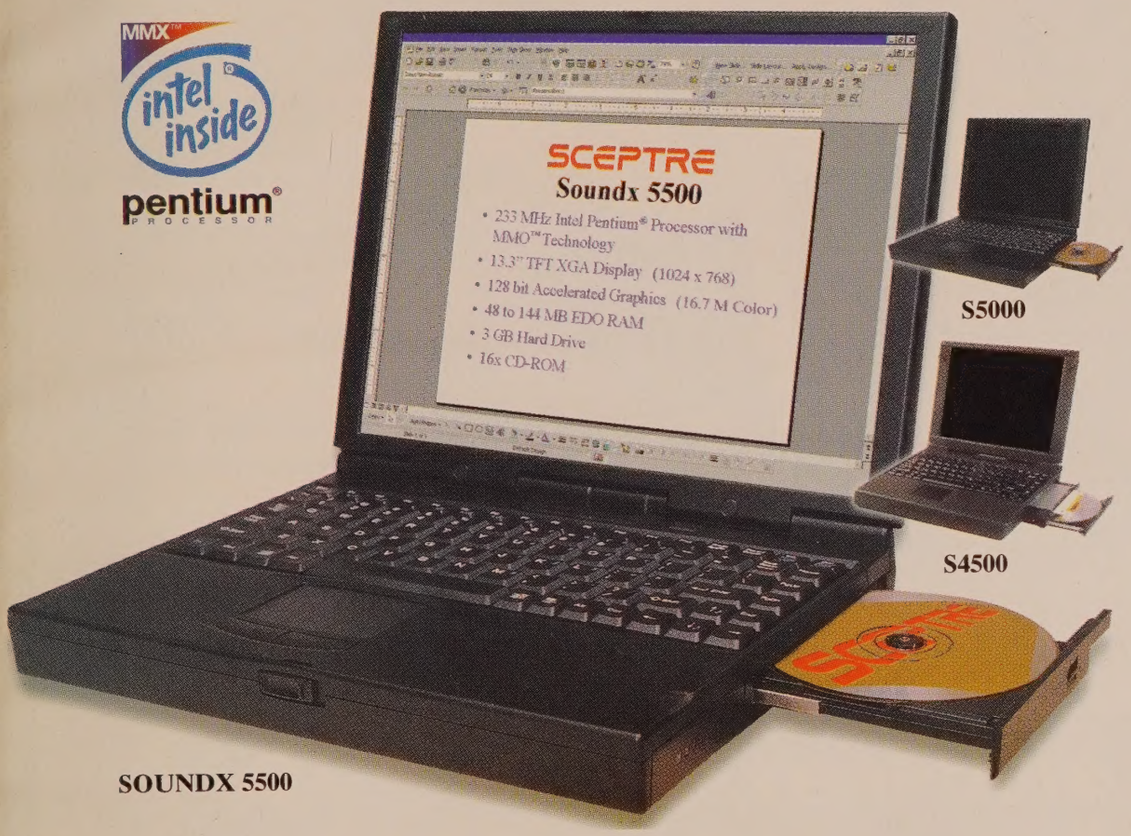

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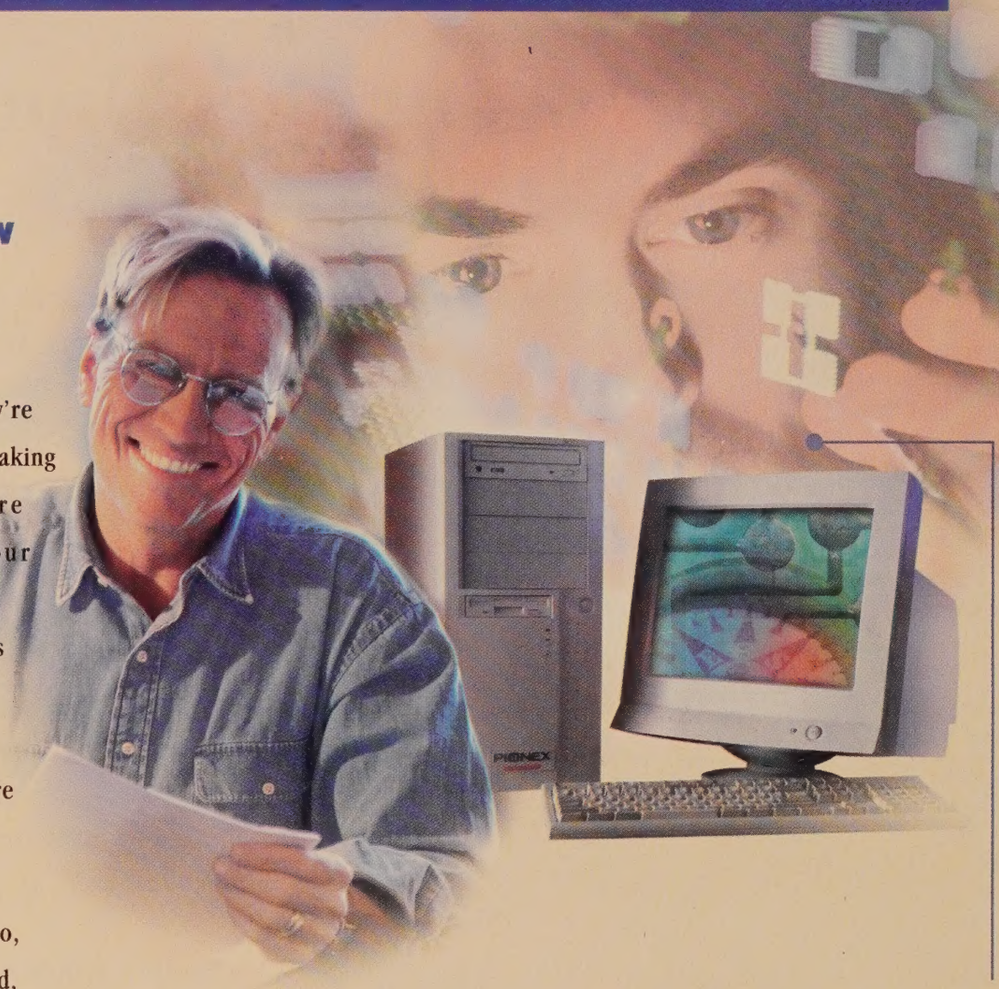

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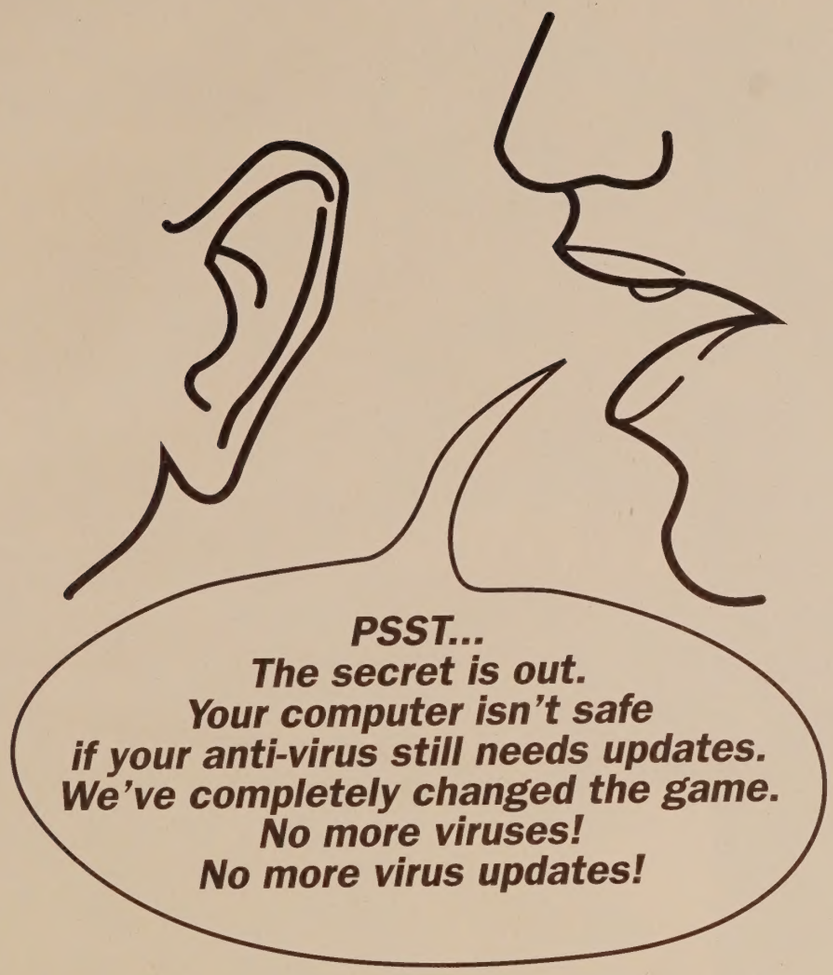

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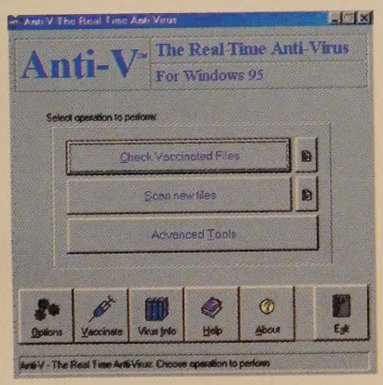

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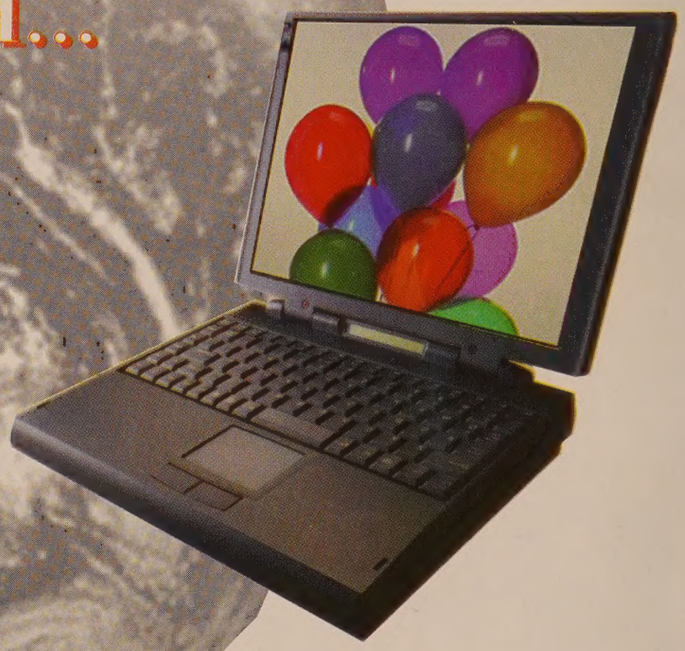

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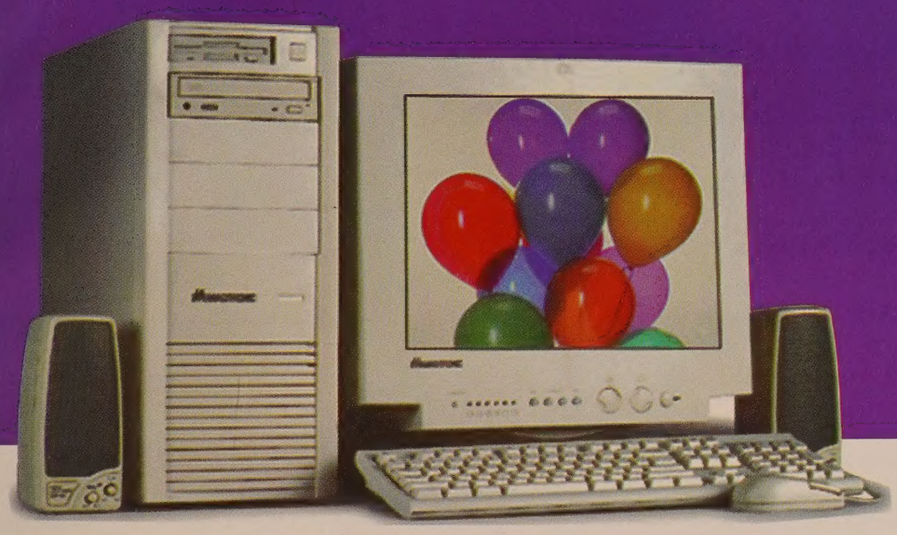

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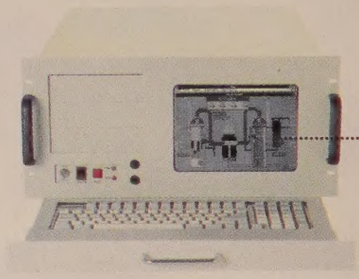

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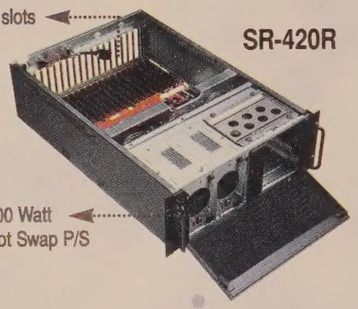

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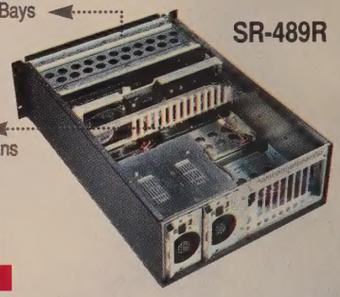

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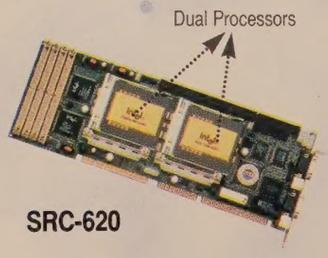

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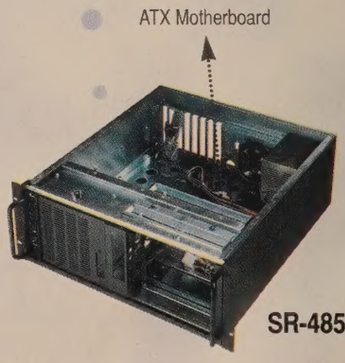

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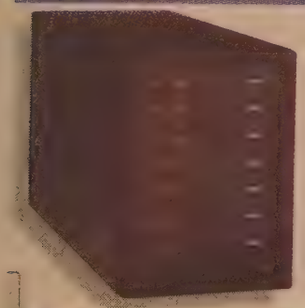

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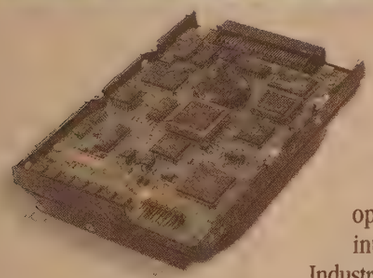

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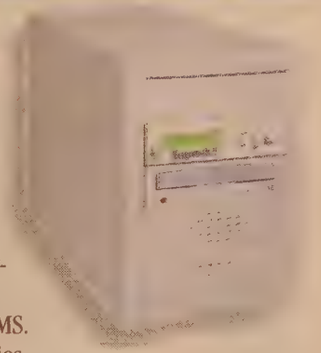

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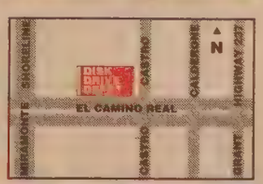

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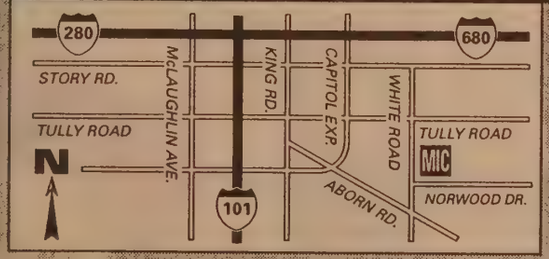

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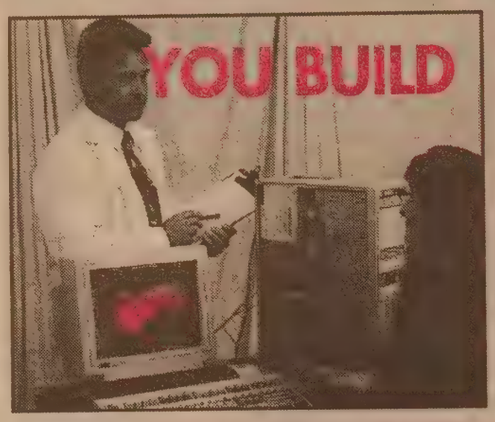

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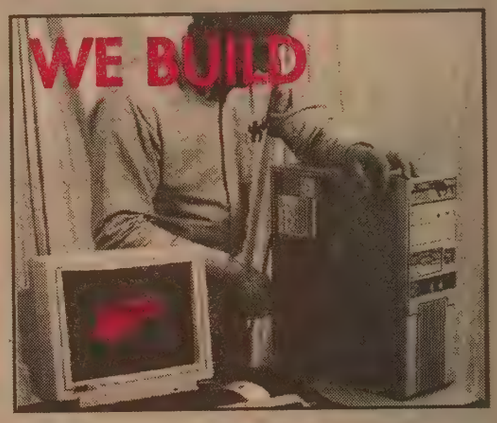

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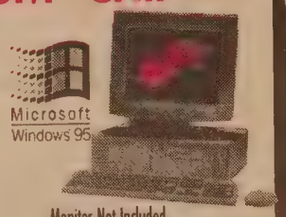

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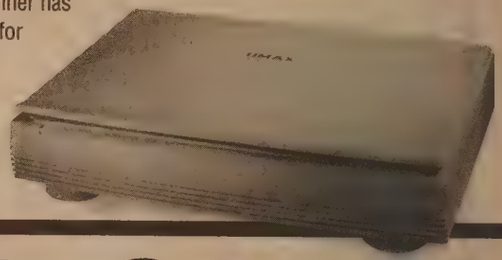
Thanks to a rebate from the manufacturer, this scanner has never been more affordable. Why not pick one up for the student in your life?

Umax Astra 300P – $128! →

Price after $30 manufacturer's rebate. Exp. 9/30/97



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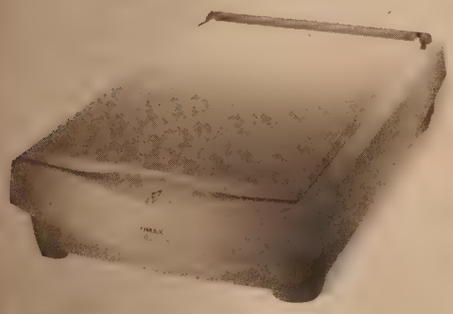

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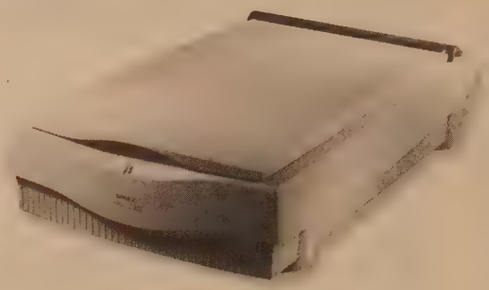

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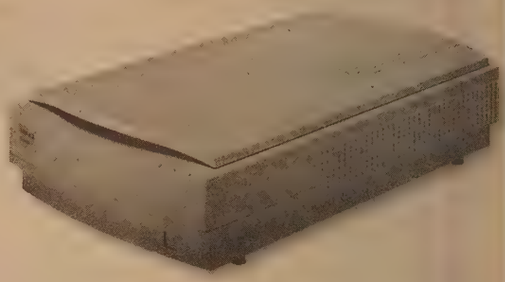

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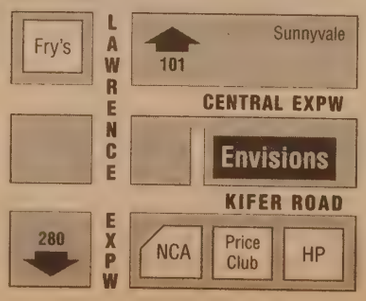

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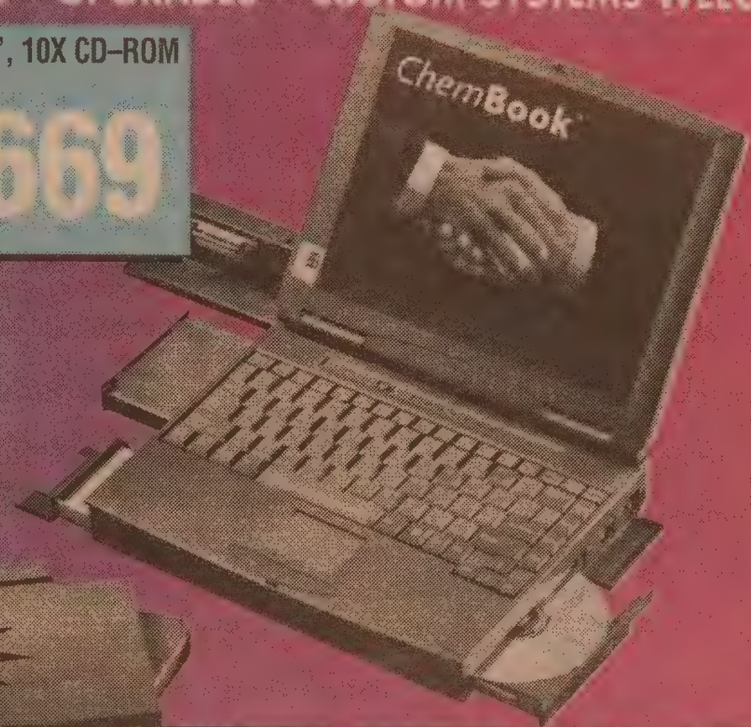

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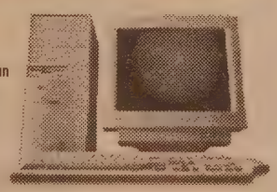

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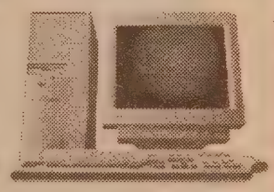

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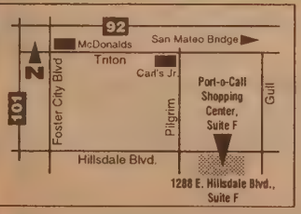

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Help Us Choose The Next MicroTimes 100

It's that time of the year again, and we're compiling our annual list of industry luminaries for our Eleventh MicroTimes 100 in Issue #174. And while many of them are world-renowned, we're very interested in hearing from our readers, because they always tell us about interesting and overlooked folks.

So if you think there's some interesting unsung teacher, tech support guru, etc., who should be on our list this year, head over to page 186, or fill out a nomination form online at *http://www.microtimes.com/webfm/microtimes/mt100.html*, and tell all. Nominations close on Friday, November 21, so don't delay!

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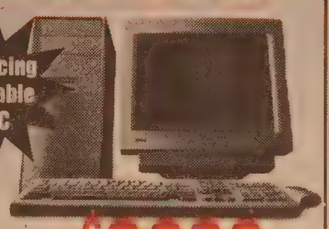

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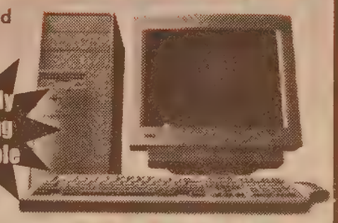

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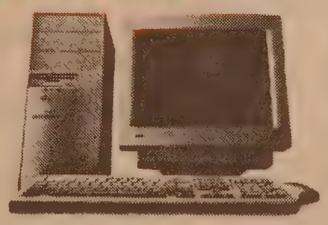

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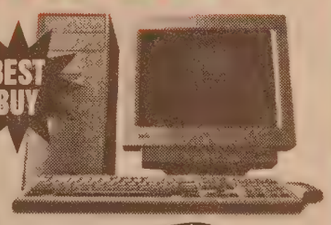

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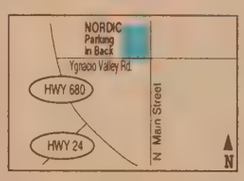

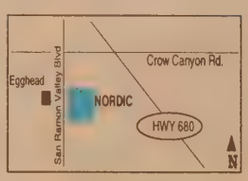

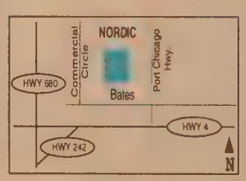

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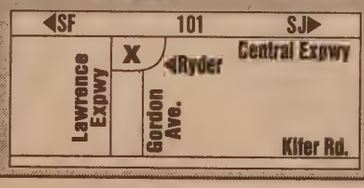

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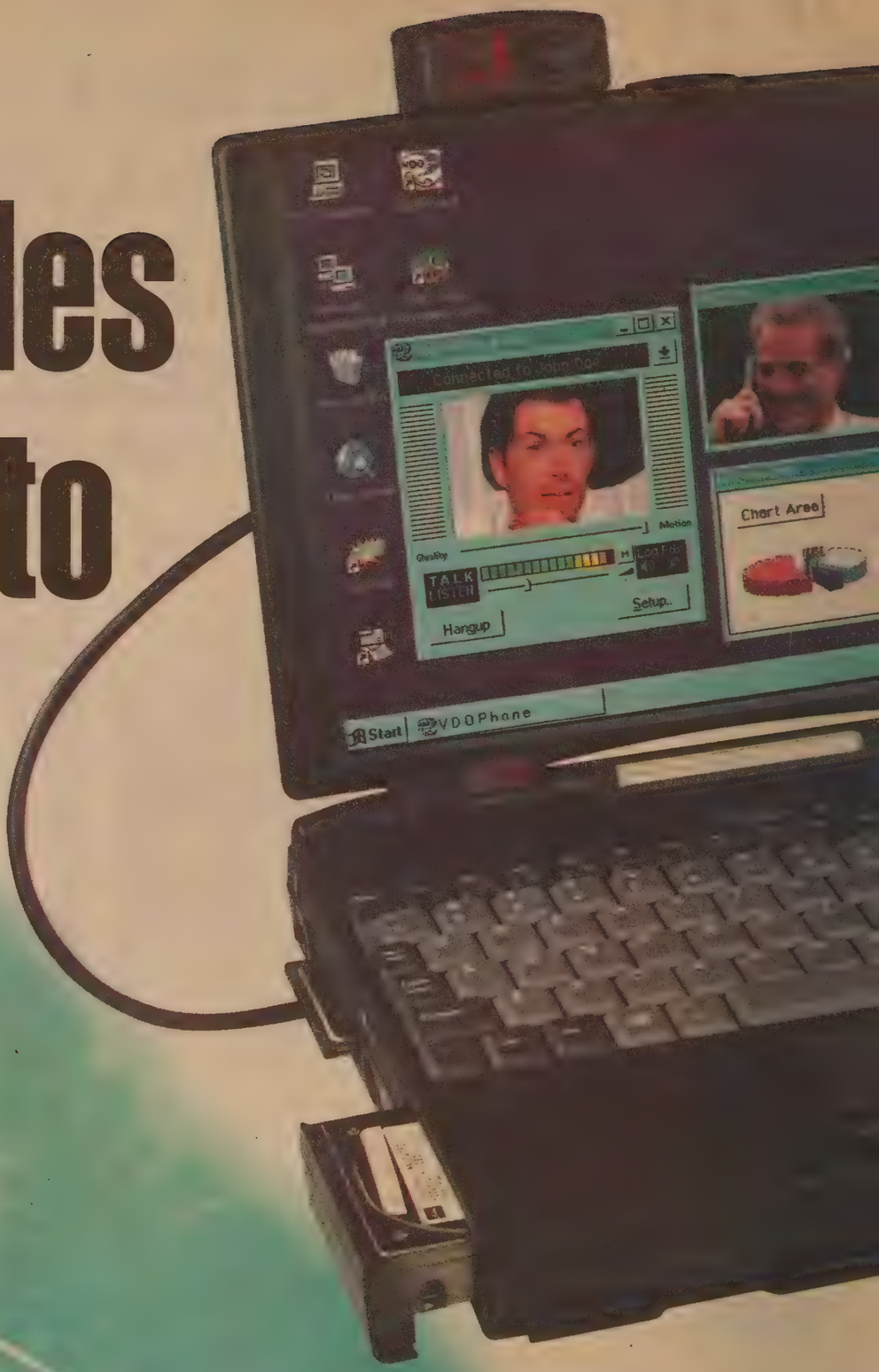

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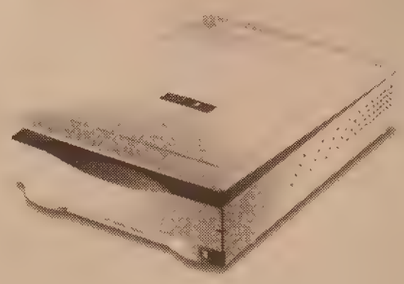

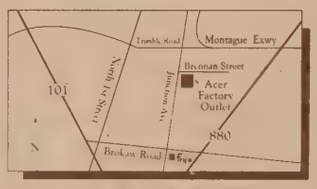

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- 104-Key Enhanced Keyboard
- Microsoft Windows '95 CD

AMD K6-233	$1,907
Intel Pentium 166MMX	$1,709
Intel Pentium 200MMX	$1,814
Intel Pentium 233MMX	$1,932

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Intel Pentium 200MMX	$1,570
Intel Pentium 233MMX	$1,688

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AMD-K6 200 — $1,197

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- 24X CD-ROM
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Intel Pentium 200MMX	$1,249
Intel Pentium 233MMX	$1,367

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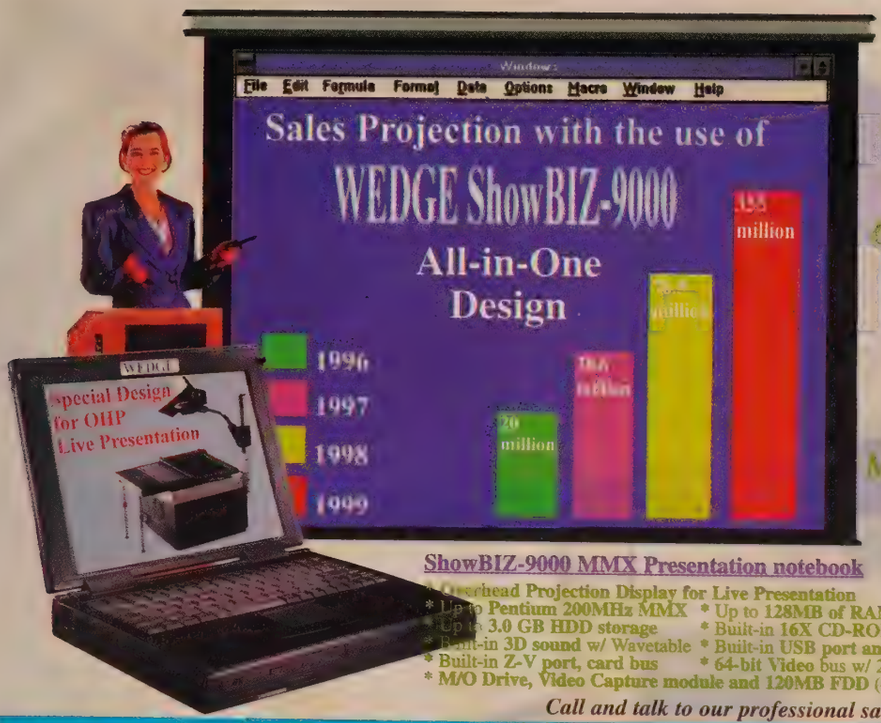

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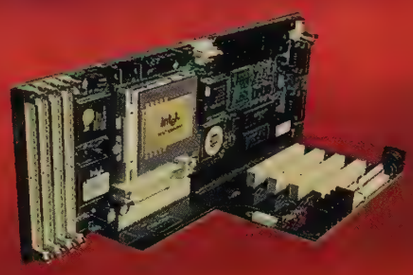

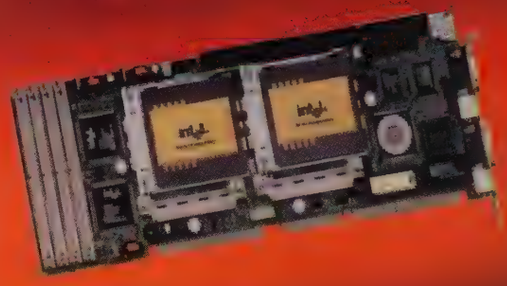

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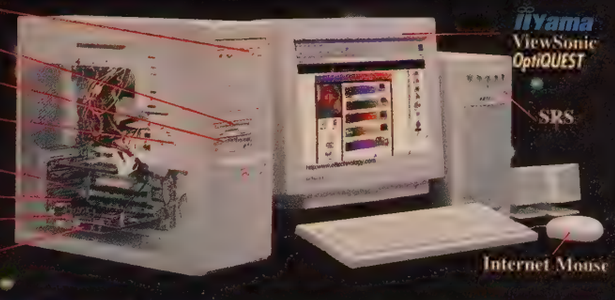

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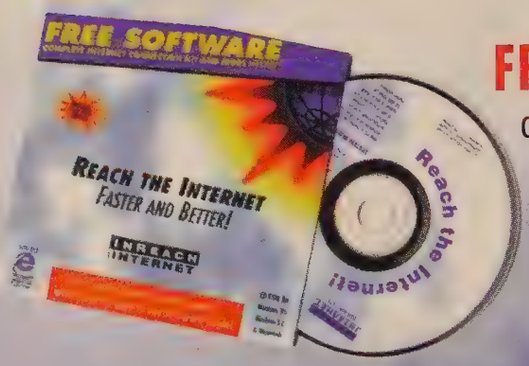

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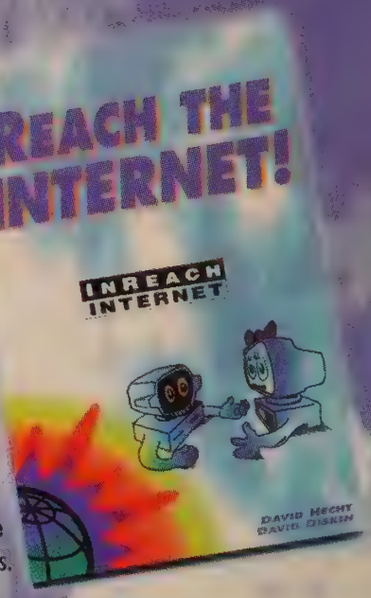

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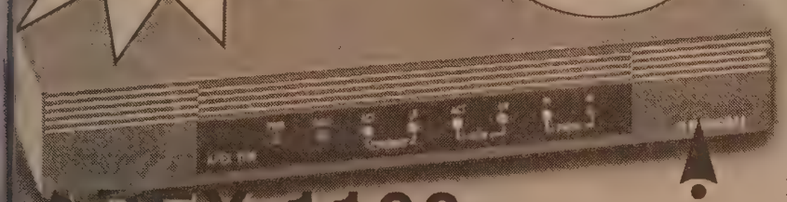

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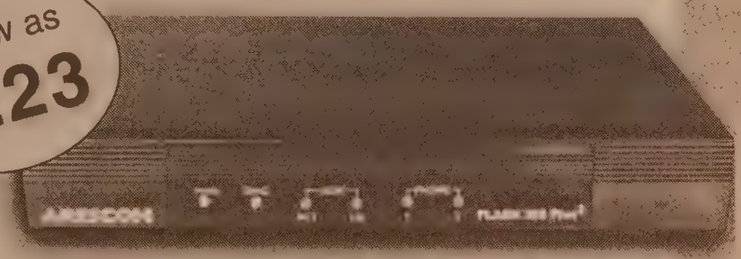

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BY PAUL HOFFMAN

Industry Insights

Key Escrow Rears Its Ugly Head In Congress

Bills moving around Congress and the Senate right now would require that every person and every company turn their computer keys over to other companies so that the police can intercept and read every piece of communication anywhere. As chilling as this might sound for privacy, there's a much deeper and more troubling aspect: It could threaten the entire financial system of the US. Yet many of our legislators are happy to submit to the FBI's suggestions that there is nothing wrong with the whole idea.

The basic purpose of many of the bills is the same: To force everyone who wants to encrypt a message (or even files on their hard disk) to hand over copies of the keys to an outside company who would turn them over to the police if given a warrant. The system is called "key escrow," since everyone is giving their keys to an escrow-like company. This is not just for Internet messages: It's for everything you do on your computer, such as your checking account records. If the bills being bandied about pass, you'll have less than two years to change all your software to comply with the new laws, or you will become a felon.

As the current situation points out all too well, legislatures and the Internet don't mix very well. Although most people reading this column would probably think that the Internet is a great or at least good thing, and would understand its great potential, many legislators view it as something foreign and frightening. The proposed anti-encryption laws play on those fears while ignoring the reality that hundreds of billions of dollars of banking and other financial information is at stake.

*Bills moving around Congress and the Senate right now would **require that every person and every company turn their computer keys over** to other companies so that the police can intercept and read every piece of communication anywhere.*

Pretending This Will Work

The FBI has taken advantage of the fact that encryption is pretty complicated stuff in order to make it seem like their solution would be easy to implement and would help catch criminals who might otherwise escape. Their argument is simple: If it's illegal to hide a message in a way the government can't get at with a subpoena, criminals won't do it so we can catch them more easily. It's not just criminals who use encryption, however.

Tens of billions of dollars are exchanged by financial institutions every day, and all of this uses encryption so that other people can't see the transactions. Many businesses use encryption on a daily basis to pass company secrets over the Internet without worrying about their competitors being able to see the messages. All modern hospitals use encryption when they pass around patient records so that eavesdroppers won't be able to collect medical records, and so on.

Of course, some people also have personal reasons for using cryptography. Most Americans have reduced their expectations of privacy over the past 50 years after hearing about governmental abuses perpetrated from the FBI on down to local police departments. We sigh and say "Well, I guess I don't get to hide that much," just like people in more repressive countries have gotten used to. The opponents to key escrow have summed up their position quite simply: "My lock, my key."

The current bills are a response to the FBI's constant statements that they need key escrow in order to be able to effectively wiretap on the Internet like they do on phones now. However, the FBI hasn't proven that need, even after being asked repeatedly by Congress for some backing to their claims. The response has been the same as it always is: Non-criminals have nothing to fear.

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Beyond Privacy Issues

Even if you are willing to give up your privacy rights, and even if you trust the police to never misuse their power, the key escrow described in the bills is probably the most dangerous thing that has been proposed by the Clinton administration since coming to office. Key escrow puts all of the privacy keys for every corporation in the hands of a small number of companies. Anyone who breaks into one of the companies could walk off with information that is phenomenally valuable.

The key escrow agencies would become the focus of intense interest of every computer-savvy criminal in the world. Being able to read the private messages of banks, high-tech corporations, drug companies, and so on would be so attractive, it would be quite logical for criminals to launch massive efforts to compromise the escrow agencies. With today's systems, you can only compromise one target at a time; when you put thousands of companies and individuals keys in one place, a successful attacker gets that much more with one effort.

Much Worse Than Losing Your Car Keys

The security policies of the key escrow holders will be phenomenally important. A single undetected breach, from the outside or from within, will mean a potential disaster for every one of the agency's customers. Today, a bank can judge its security by how well it protects its keys; tomorrow, it will have to trust a third party to do as good a job.

An undetected breach in security means that the key owners would not know that their secrets weren't secret any more. However, a detected breach isn't much better. The agency has to contact every single customer and tell them, and issue them new keys. Those customers would then have to immediately start using the new keys and re-encrypt every document that used the old key. You can certainly assume that almost all the customers will choose a new key agency, so there will be a strong business incentive for an agency not to tell its customers when a security breach happens.

The problem is compounded by the fact that most companies already have huge numbers of files that use what might become illegal encryption. For instance, hospitals often keep customer records encrypted to prevent employees from accessing them without authorization. All of these would have to be decrypted and re-encrypted using approved software. If the hospital's key is compromised at the escrow agency, it will have to decrypt and re-encrypt all the records again. The cost will be huge, and you can be sure most escrow agencies will have disclaimers that will get tied up in court (if the agency hasn't already gone out of business).

It Doesn't Even Work

The sad part about the law is that it doesn't even help catch criminals, as long as they are even slightly smart. No self-respecting criminal will

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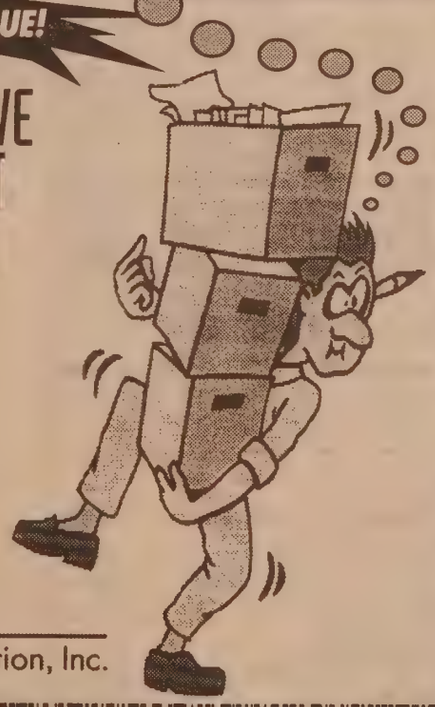

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Industry Insights *continued...*

purposely use software with crippled security if he can take an extra step or to two to protect his communications—and that's exactly what criminals will do. This means that they can make it look like they're law-abiding citizens before the police get the keys from the escrow agency, but after getting them, it will turn out that the messages are unreadable.

There are many simple ways of pretending that you're complying with the law when you're not. The easiest is to use two keys: One that is not escrowed and one that is. You first use the unescrowed one on a message, then use the escrowed one on that message. This in effect wraps the first, impossible-to-read message in one that appears to be readable so that it looks like you are complying with the law.

Of course, once the police figure out that someone has done this, they will be pretty upset. However, the police will be in no better position than they are today, except for the few cases in which a criminal doesn't understand how to use this technique (or any of the dozen or so similar techniques that will work just as well). The FBI can probably trot out a very small number of cases where they might have gotten a conviction if they had access to someone's encrypted files but didn't, but that is not a good enough reason to force everyone to change the way the work to include the possibility of having all their private correspondence revealed.

An undetected breach in security means that the key owners would not know that their secrets weren't secret any more. However, a detected breach isn't much better.

Losing Trust

The government keeps calling these "trusted agencies," but we have no significant track record for any of them about how much we should trust them. For instance, a well-known bank might become a key escrow agency, and you completely trust that bank not to release your key without a subpoena, just as much as you trust it not to release your bank records. That kind of trust isn't nearly enough, however.

How do you measure your trust that your escrow agency will survive all the expected attacks? How do you measure your trust that some insider at the agency won't secretly copy your corporate key and sell it? We know essentially nothing about the computer security at these trusted agencies, yet this will be crucial to our choice of which agency to use.

The reason we don't know about the security is that there are only a handful of these types of agencies right now, and they hold almost no valuable keys. If Congress goes ahead and passes a law that forces use of escrow agents, they're forcing all of us to use a system that is completely untested, yet very attractive to criminals. If the system proves to be very unstable, the American financial exchange system is at serious risk of disruption.

And, of course, it's likely that the people who are doing the destabilization aren't going to be using escrowed keys. ■

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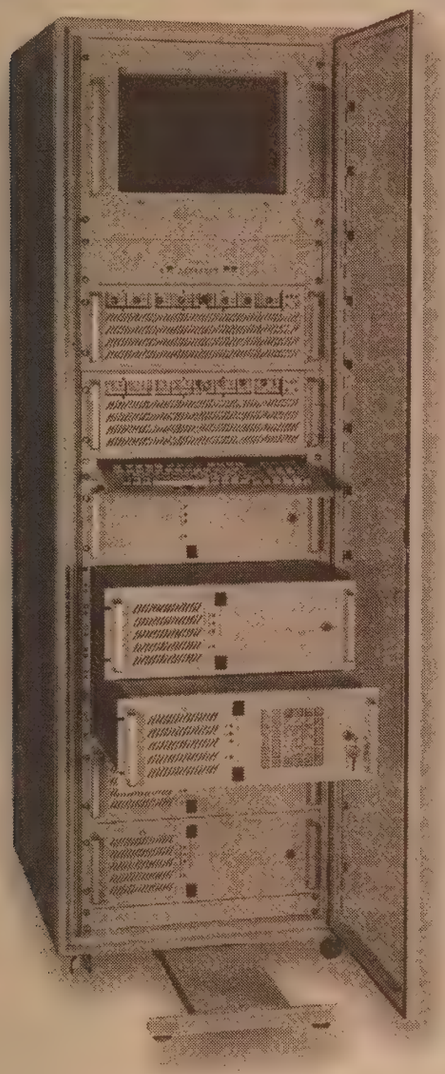

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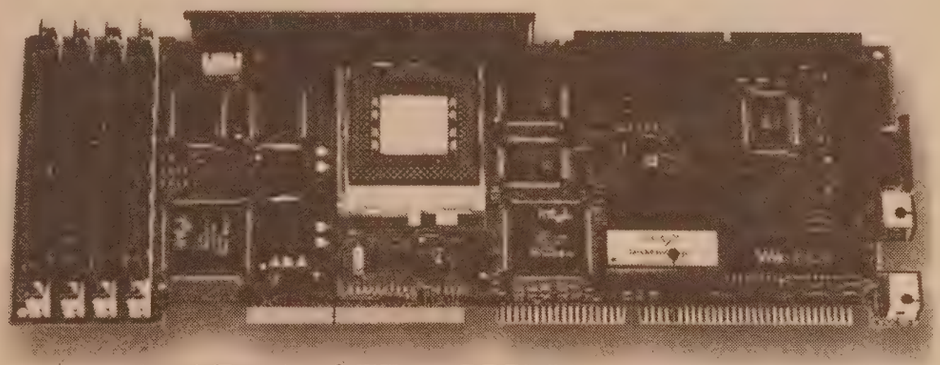

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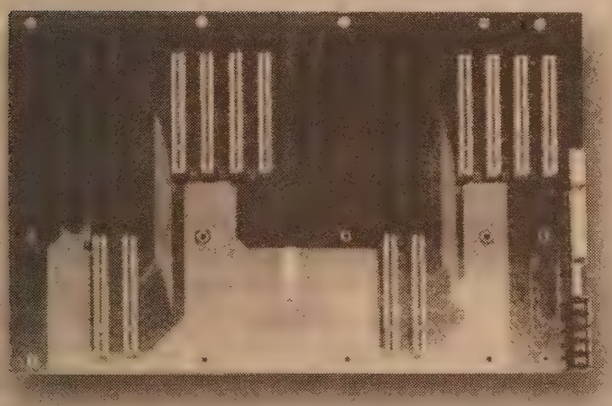

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Industry Insights *continued...*

TECH STOCKS FOLLOW THE NASDAQ INTO HIGHER TERRITORY

EXCH	COMPANY		TICKER SYMBOL	CLOSING PRICE 08/28/97	CLOSING PRICE 09/25/97	NET CHANGE IN PERIOD	PERCENT CHANGE IN PERIOD	P/E RATIO	ANNUAL IVIDEN RATE	ANNUAL DIVIDEND YIELD	ANNUAL HIGH	ANNUAL LOW
	SOFTWARE											
NAS	Adobe	(H)	ADBE	39.94	50.81	10.88	27.23	18	0.20	0.39	53.13	32.50
NAS	Autodesk		ADSK	43 75	43 25	-0 50	-1 14	-	0 24	0 55	47 00	21 00
NAS	Borland	(H)	BORL	8 63	9.81	1.19	13.77	-	0.00	0.00	10.38	4.75
NAS	Broderbund	(H)	BROD	28.88	36.00	7.13	24.68	-	0.00	0.00	36.97	17.75
NAS	Informix	(L)	IFMXE	9.00	6.53	-2.47	-27.43	-	0.00	0.00	31.13	5.88
NAS	Macromedia		MACR	9.63	12.50	2.88	29.87	-	0.00	0.00	23.50	6 50
NAS	Microsoft		MSFT	132.06	132.75	0.69	0.52	50	0.00	0 00	150.75	65.50
NAS	Novell		NOVL	9.63	9.03	-0.59	-6.17	113	0.00	0.00	13.00	6.28
NAS	Oracle		ORCL	36.31	38.25	1.94	5.34	52	0.00	0.00	42.13	22.50
NAS	Symantec	(H)	SYMC	23.75	22.00	-1.75	-7.37	30	0.00	0.00	25.75	9.88
	HARDWARE											
NAS	Apple		AAPL	22 00	21.13	-0.88	-3 98	-	0.00	0.00	29.56	12.75
NYS	Compaq	(H)	CPQ	64.00	73.31	9.31	14.55	36	0.00	0.00	79.56	20.50
NYS	Digital Equipment		DEC	42 50	42.88	0.38	0.88	63	0.00	0.00	47.81	25.00
NAS	Dell	(H)	DELL	81 63	98.00	16.38	20.06	49	0 00	0.00	101.25	18.75
NYS	Gateway 2000		GTW	39.06	33.06	-6.00	-15.36	19	0.00	0.00	46.25	19.38
NYS	Hewlett-Packard	(H)	HWP	61.06	71.56	10.50	17.20	25	0.56	0.78	72.94	42.50
NYS	IBM		IBM	101.13	101.63	0.50	0.49	18	0.80	0.79	109.44	61.63
NYS	Silicon Graphics	(H)	SGI	27.88	26.56	-1.31	-4.71	62	0.00	0.00	30.31	12.63
NAS	Sun Microsystems		SUNW	48.06	48.94	0.88	1.82	25	0.00	0.00	53.31	25.50
NYS	Tandy	(H)	TAN	33.19	33.13	-0.06	-0.19	-	0.40	1.21	34.88	18.63
NYS	Xerox		XRX	75.94	79.69	3.75	4.94	21	1.28	1.61	84.50	44.63
	CPU'S											
NYS	Advanced Micro Devices		AMD	38.50	32.63	-5.88	-15.26	-	0.00	0.00	48.50	14.13
NYS	Cypress Semiconductor	(H)	CY	17.63	16.19	-1.44	-8.16	116	0.00	0.00	18.94	10.50
NAS	Cyrix	(H)	CYRX	28.25	32.75	4.50	15.93	-	0.00	0.00	34 50	12.88
NAS	Intel		INTC	92.38	93.13	0.75	0.81	24	0.12	0.13	102.00	47.13
NYS	LSI Logic		LSI	31.31	32.44	1.13	3.59	31	0.00	0.00	46.88	21.38
NYS	Motorola		MOT	74.63	68.81	-5.81	-7.79	40	0.48	0.70	90.50	44.13
	COMMUNICATIONS											
NAS	3Com		COMS	47 31	50 25	2 94	6 21	25	0 00	0 00	81 38	24 00
NYS	AT&T	(H)	T	39 56	44 94	5 38	13 59	14	1 32	2 94	46 13	30 75
NYS	BellSouth Corp	(H)	BLS	44 75	46 50	1 75	3.91	18	1 44	3 10	49 00	36 13
NAS	Cisco		CSCO	75.00	72.88	-2.13	-2.83	48	0.00	0.00	83.25	45.25
NAS	MCI		MCIC	28.44	29.81	1.38	4.84	18	0.05	0.17	43.38	23.88
NYS	Northern Telecom	(H)	NT	99.88	103.94	4.06	4.07	38	0.60	0.58	107.75	56.63
	INTERNET											
NAS	Earth Link		ELNK	13.50	19.50	6.00	44.44	-	0.00	0.00	22.50	8.63
NAS	Netcom		NETC	13.38	12.00	-1.38	-10.28	-	0.00	0.00	19.13	7.88
NAS	Netscape		NSCP	38 63	39 50	0 88	2 27	-	0 00	0 00	65 00	23 50
NAS	Yahoo	(H)	YHOO	56 13	50.06	-6.06	-10.80	-	0.00	0.00	58.00	11.25
	MEDIA											
NYS	Disney		DIS	77 75	79 63	1 88	2 41	29	0 53	0.67	85 13	61 63
NAS	TCI	(H)	TCOMA	17.50	20.75	3.25	18.57	-	0.00	0.00	20.75	10.75

KEY: NYS = NEW YORK ASE = AMERICAN NAS = NASDAQ
(H) NEW HIGH REACHED IN PERIOD (L) = NEW LOW REACHED IN PERIOD

MARKET DIARY:

ADVANCES	25
DECLINES	14
UNCHANGED	0
NEW HIGHS	16
NEW LOWS	1

MOST ACTIVE ISSUES:

LARGEST DOLLAR GAINER	Dell	$	16.38
LARGEST DOLLAR LOSER	Yahoo	$	-6 06
LARGEST PERCENTAGE GAINER	Earth Link		44.44 %
LARGEST PERCENTAGE LOSER	Informix		-27.43 %

	CLOSE 08/28/97	CLOSE 09/25/97	NET CHANGE IN PERIOD	PERCENT CHANGE IN PERIOD
MICROTIMES STOCK INDEX	10630 13	11081 52	431 39	4 05
DOW JONES INDUSTRIAL AVERAGE	7694.43	7848.01	153.58	2.00
STANDARD & POOR'S 500 INDEX	903.67	937.91	34.24	3.79
N.Y S.E. COMPOSITE	472.36	491.52	19.16	4.06
NASDAQ COMPOSITE	1581 32	1678.89	97.57	6.17

CLOSING QUOTES FOR GRAPH:

DATE	MICRO TIMES	DOW JONES
03/13/97	8310.08	6878.89
04/10/97	8083 85	6540 05
05/08/97	9110.24	7136.62
06/05/97	9223 00	7305 29
07/03/97	9842.13	7895.81
07/31/97	11003.29	8222.61
08/28/97	10650.13	7694.43
09/25/97	11081.52	7848.01

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The MicroTimes Stock Index rose 431.39 points during September, continuing to perform better than the Dow Jones Industrial Average. Specifically, the MicroTimes Index posted a 4.05% gain for the month, compared to the Dow's 2.00% rise. The technology sector continued to outperform the broader indices as the Nasdaq Index beat all with a 97.57 point gain, a 6.17% boost.

Once again, hardware stocks dominated the winners in the MicroTimes Stock Index, with almost half of our of our sixteen hardware issues reaching new 52-week highs during the period.

Shares of Compaq Computer Corp. shot upward after the company's September 15th announcement of a limited-time promotional offer for customers purchasing a Netelligent 5226 Manageable Ethernet Switch between then and September 30.

"With this offer, we are enabling companies to get an entire network for the price of a switch. This package is ideal for first time network users or companies that may not have large IT budgets," said William "BJ" Johnson, vice president, Networking Products Division. "This offer is indicative of Compaq's goal: to make networking easy and affordable." Compaq shares rose $9.31 during the month to close at $73.31, up 14.55%

Cyrix stock has been on a steady rise since the end of July, when they signed an agreement to be acquired by National Semiconductor in a stock transaction valued at about $550,000,000. The agreement is subject to approval by Cyrix shareholders and is expected to be completed in November.

Each Cyrix common share will be exchanged for 0.825 of a share of NSM common stock. The companies said the transaction is intended to be accounted for as a pooling of interests and to qualify as a tax-free reorganization. Cyrix shares have gained almost $10.00, roughly 42%, since making the announcement. Shares were up $4.50, or 15.93% for the month ending September 25.

Informix was the Index's largest percentage loser in last month's trading, after the company announced that it would extend the restatement of the company's financials. Shares of the company fell 27.43%, or $2.47 per share, to close the month at $6.53. In August, the company said it anticipated that its 1996 financial statements would be restated to reflect adjustments to revenue that would decrease revenue and net income from previously reported amounts by an estimated $70-100 million. Based on subsequent findings, the company expanded its audit to 1995 and also has now decided to restate certain types of revenue recognized from reseller channel transactions in both 1995 and 1996. As a result, Informix said the restatement of its 1996 and 1995 financial statements could exceed $200 million and $50 million, respectively, although the company said these amounts are rough estimates because additional time is required to complete the work and the extended audit procedures. ■

—*Ryan Reichenbach*

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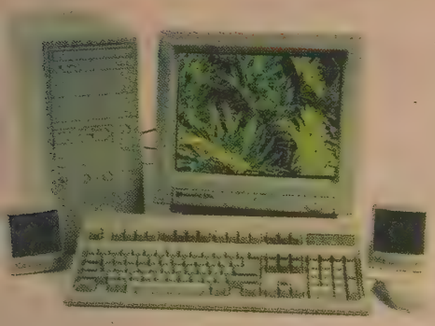

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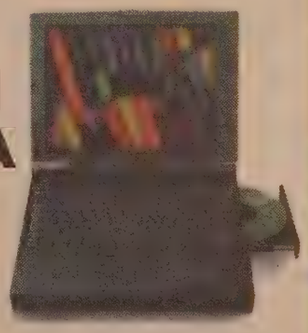

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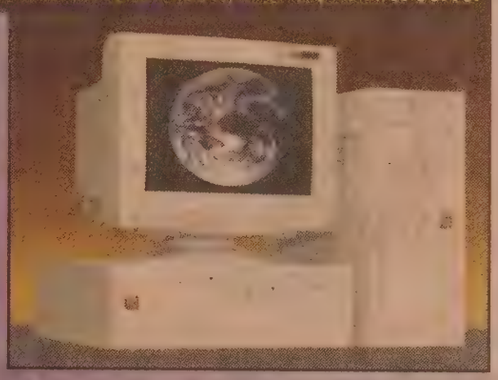

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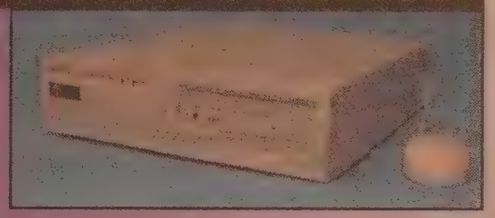

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A Security System For Your Laptop

Smart Clips Offers Security Against Stolen Or Forgotten Laptops

Laptop users have special problems when it comes to keeping their computers out of the hands of thieves. Precisely because notebook computers are so small, they are perfect targets. It is estimated that close to 200 computers *per day* are snitched at airports as unsuspecting individuals pass through the security checks.

Typically, the thieves work in pairs or even trios. One person goes through and holds the line up while your possessions pass through the radar machines. Already waiting at the end of the line, a partner in crime picks up your notebook, hands it off to a third person, and they both disappear into the crowd.

Over the years, there have been lots of security devices marketed to protect laptops and portables. Most of these involve securing the portable to a desk or other immovable object by a strong cable that fits around the leg of the table or desk. This type of security device is very adequate in many situations, but will do you no good in an airport security check.

Smart Clips is the first product I have seen that offers security for travelers afraid of having their laptop stolen or being accidentally left behind. Smart Clips is a pair of radio transmitters that sounds an alarm when the computer moves out of a designated range.

Here is how the device works: When you buy Smart Clips, you receive an identical pair of small gadgets, each smaller than a business card

but about three-eighths of an inch thick, each weighing about 2 oz., and each containing a radio transmitter. To set the distance at which the alarm will be triggered you turn on the first Clip, set it down and move an appropriate distance away before turning on the companion Clip. That is all you need to do.

The Smart Clips stay in constant communication and when one moves out of range, the alarm in both Clips is set off. Unfortunately, the alarm is not as loud as I would like. I suspect that a person intent on stealing your computer could disappear into the crowd before you would be able to catch up, but it makes chasing them easier. While security devices don't do much good on cars, a loud alarm on your notebook would probably frighten any thief.

Smart Clips have a maximum contact range of about 26'. You can set the sensitivity to as close as 3'. They are each powered by solar powered batteries and even in full darkness will operate for up to six days. A full charge requires about six hours, but the units will trickle charge whenever they are in light. The light source can be anything from the sun to a campfire. The battery itself should last from three to five years.

Another advertised feature of Smart Clips is to help you find misplaced items. If, for instance, you keep one Clip on your key chain, you can "page" the second Clip by pressing the page button. If you are within range, the misplaced or hidden Clip will sound off. I tried this out in my wife's purse and we were able to find it by walking from room to room until her purse beeped. The problem is that because these units are solar powered, you cannot really leave the unit on all the time unless it is in light. This means that I would have to know that my wife was going to misplace her purse and turn the Clip on in advance.

A number of useful accessories come with the pair of Smart Clips. The manufacturers have tried to make it easy to carry one Clip with you by providing key chains and clips for your belt or pocket. Velcro as well as adhesive fasteners are included for attaching the Clip to a notebook. Nylon tethers make it easy to attach one to your luggage.

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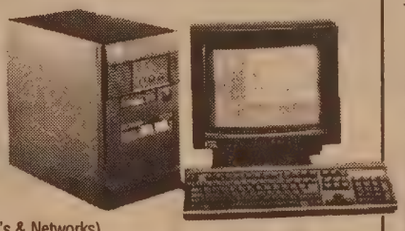

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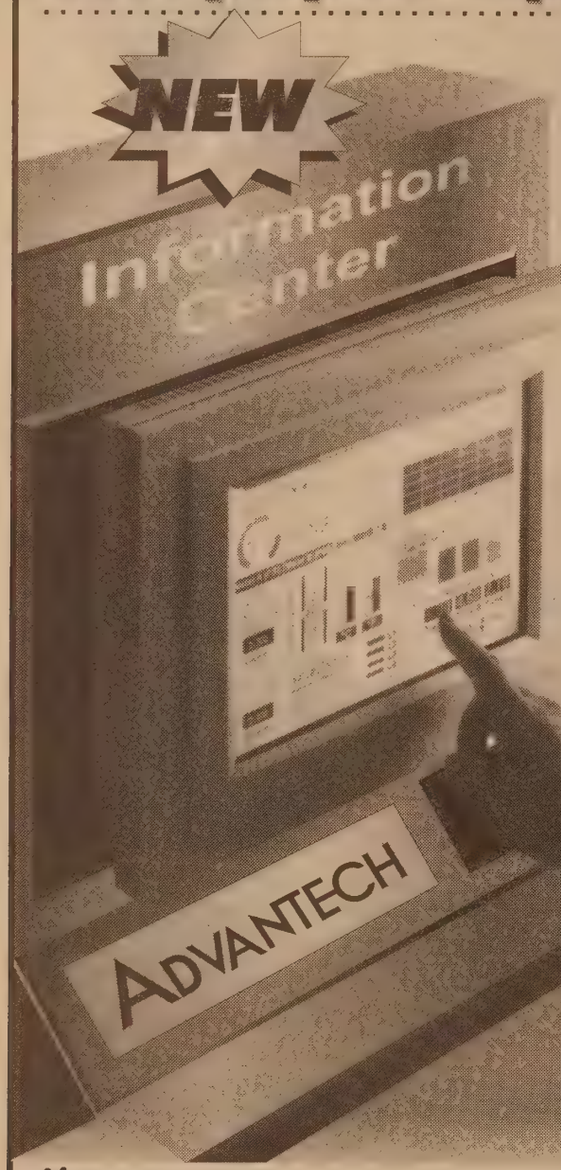

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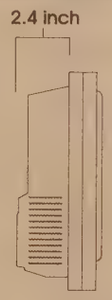

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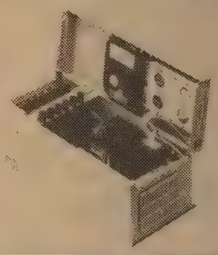

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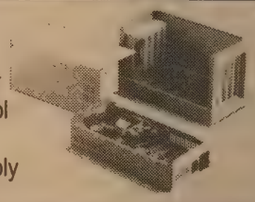
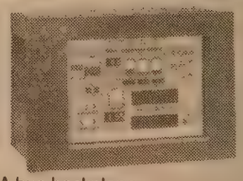


MiPC-51 Workstation w/TFT LCD Display



- 4-slot ISA bus backplane
- Supports two 3.5" drives
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- 65W Power Supply

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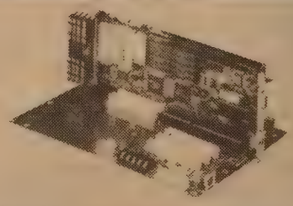

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Laptops *continued...*

While Smart Clips is marketed to notebook users, there are many other applications. This is indeed an ingenious product and I suspect that this technology will come into wider use because it is simple to use. Clearly, there is no reason they can't be used to help you from leaving valuables like cell phones behind. Attach one Clip to your key ring and the other to almost anything. Another suggestion is that Smart Clips can be used to make sure you don't lose your young children in a shopping mall.

While I can think of many uses for my Smart Clips, I wish it included a volume control setting. In places like a house, where Smart Clips can be used to find lost keys, the volume that the manufacturers have set is fine, but in a crowded place such as an airport, the sound may be easily drowned out.

If you are curious, but unsure, about the Smart Clips, it can be returned within fourteen days for a full refund. It also comes with a twelve-month guarantee. The people who market Smart Clips suggest that it is a luxury item, which makes me feel that perhaps they have missed the point. They seem to suggest that this is the perfect gift for the person who has everything. Rather, I think that with a few modifications this might become part of everything that you need. It does come in a fancy case and you can get the solar lens covers with your company logo, but Smart Clips is priced relatively inexpensive so that almost anyone who travels could find it worthwhile.

continued on page 37

Smart Clips is a pair of radio transmitters that sounds an alarm when the computer moves out of a designated range.

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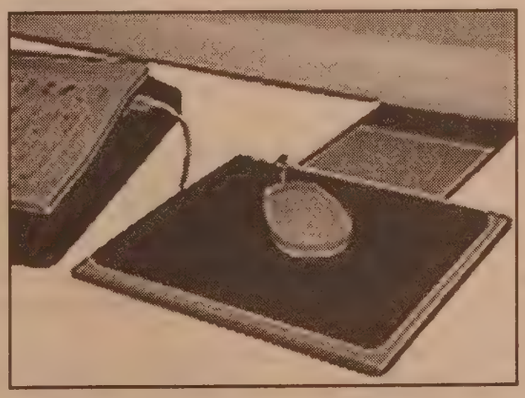

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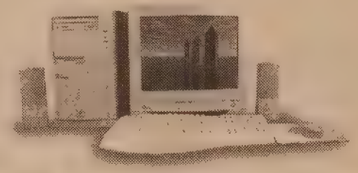

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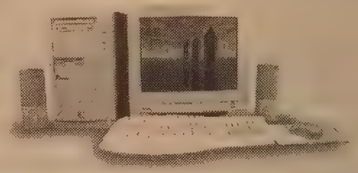

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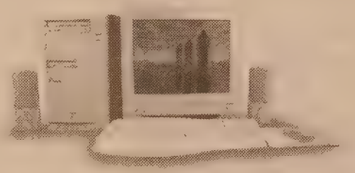

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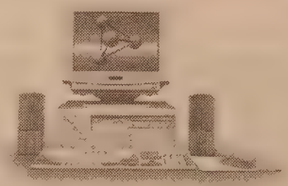

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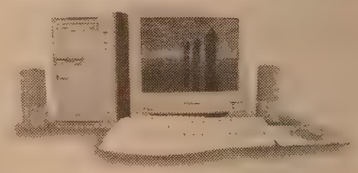

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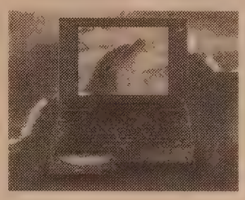

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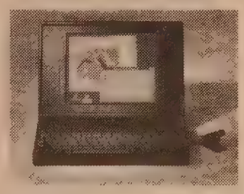

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Laptops *continued from page 33*

Computer Of The Month

ChemBook 2600

One of the questions that comes up all the time is: "How much do you have to spend to get a good portable?" With top-of-the-line notebooks costing upwards of $5,000, it is easy to get put off and resign yourself to doing without or settling for a used notebook. This month, I take a look at the ChemBook 2600, which has an entry-level price of $1,650. It is designed around the notion that the user can upgrade their computer as the need arises.

The ChemBook 2600 weighs 6.1 lbs. with battery and measures 9.1" x 11.7" x 2". The least-expensive model comes with a Pentium 100MHz processor, a removable 1.4GB hard drive, 16MB of EDO RAM, a 1.44MB floppy drive, a 14X CD-ROM drive, and Windows 95. Upgraded CPUs are available, with the current top-of-the-line being a Pentium 233MHz processor with MMX technology ($326 extra). Memory can be increased to 128MB. The floppy drive can be replaced with either an additional battery ($85 for NiMH; $180 for Lithium Ion), or extra hard drive. Many of these same accessories can fit into the battery bay on the left side of the computer. All together, the ChemBook 2600 provides a wide range of options.

In addition, it has a 12.1" dual-scan SVGA display with 800 x 600 resolution. An external display, which can be attached through the video port, will support up to 1280 x 1024 resolution. One feature offered by ChemBook that I have not seen on other notebooks is the ability to display over a television. I tried this and found it easy to set up. You simply plug a cable into a video input on the TV and into the TV port on the side of the ChemBook. You then make a change in the setup program of the computer and set the TV-to-video input. While the setup took only a moment, the results are disappointing. The resolution on a TV simply does not compare with a good video monitor or the LCD screen. However, I would expect to see this capability become common as the various technologies improve.

The AC charger/adapter can be inserted into the battery bay. This is especially convenient for users who work primarily at a single location and use AC power. It alleviates the usual awkwardness of the power supply unit on the desk or floor. It also is a recognition of the increasing number of users who work primarily in a single location and only seldom take their computers on-the-go.

The suspend program lets you save either to RAM or disk, which you configure in the setup program. The nickel metal hydride battery takes about ninety minutes to charge. This is considerably less time than many competing systems require. There are several ways to check the battery charge, including a button on the top of the battery that shows the charge remaining by lighting up a series of LEDs.

The keyboard on the ChemBook is adequate and has a decent touch and feel. If you prefer an external keyboard, it is easily installed through the port on the side of the computer. This same port will accommodate a mouse if you don't like the built-in trackpoint. If you want to use both a mouse and an external keyboard, you will have to use a serial mouse because the port on the side works with either a mouse or a keyboard, but not both.

While you can get a built-in 33.6Kbps modem with voice ($110), it may be easier to get a PC Card modem. The ChemBook comes with two PC Card slots, the lower one set up to take a Zoomed video card, and an infrared reader/port on the side of the computer.

This notebook has a full complement of multimedia ports, speakers, and features. There is a built-in microphone as well as a port on the side for either microphone or line-in. In addition to the speakers, there is a line-out port. The whole system is Sound Blaster Pro-compatible.

The ChemBook 2600 is a completely satisfactory notebook that has many features you would not expect in such an inexpensive computer. It works like a charm and has a one-year warranty as well as free technical support. ■

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RESOURCES:

ChemBook 2600, $1,650
ChemUSA Corp.
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Newark, CA 94560
(510)785-8080

TELECOMMUTING • BY ROBERT MOSKOWITZ

Telecommuting Technologies Create New Telecommunity Realities

Telecommuting Technology Is Allowing Community-Building To Prosper Through Virtual Instead Of Physical Togetherness

People tend to be social animals. That's why we live together in families, and why families clump together into tribes, clans, villages, towns, cities, and nations. Until recently, all this building-up of communities was based on physical propinquity. You generally had to be there, near everyone else, or a community just couldn't happen.

From the very beginning, of course, the process was facilitated by technology. That's why, even 2,000 years ago, you couldn't hold an empire together without high-quality roads, and why 20th century America developed into a huge mono-culture and mono-market—a coast-to-coast community—under the influence of telephones and television.

Today's telecommuting technologies, however, offer something even better than roads and television—nearly instant two-way and broadcast communications. Because these technologies eliminate most of the old reasons for physical travel, telecommuting technology is allowing the human species' predilection for community-building to develop through virtual instead of physical togetherness.

As a result, we're seeing the formation and growth of online "Telecommunities," people clumping together electronically because they share the same interests, enthusiasms, passions, and purposes, and who can now spend lots of time in electronic contact with those they consider of like mind—without the requirement of physical togetherness or the need for travel to make it so.

According to Dr. Charles Grantham, of the Institute For The Study Of Distributed Work in Walnut Creek, CA, a "Telecommunity" is simply a social entity made up of people who come together through shared interests, and who conduct a lot of their interaction electronically. Unlike individuals who merely dial into Web sites or consume other people's published materials, however, members of a telecommunity show a stable pattern of two-way interaction, basically talking to each other quite often and regularly.

Today's telecommuting technologies offer something even better than roads and television—nearly instant two-way and broadcast communications.

Only a portion of these telecommunities are geographically spread out. Many of the most vibrant telecommunities are electronic echoes and extrapolations of a physical community—like Telluride or Taos—which is consciously seeking to offer its citizens a new dimension to their existing community via the Internet.

For people who already live near each other, like the citizens of Canby, OR, community interests naturally cluster around concerns of daily living, quality of life issues, local entertainment, and the like. When groups are spread out over thousands of miles, however, the telecommunities they form tend to start out around a different type of shared interest, perhaps more abstract, such as flower gardening or a professional concern.

"No matter how it starts, though," Grantham says, "it always ends up creating a larger and more dense social network for telecommunity members. And the larger and more dense your social network, the more friends you have to reach out to in times of trouble, and generally speaking the better off you are as a person."

Unfortunately, it's easier to talk about building a telecommunity than to actually do it. Everyone from the corner coffee vendor to the most prominent cancer doctor to the New Millenium's truest believer sincerely asserts they are "building a Telecommunity" on the Internet. Perhaps in a sense, they are.

But there must be a difference between a telecommunity based on a single commercial interest and a telecommunity that replicates and supports the complex web of social interactions we experience in our everyday lives.

continued on page 42

MODEMS

Modem Bullet 56K

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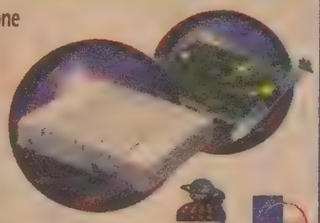

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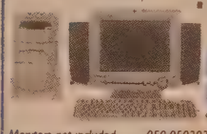

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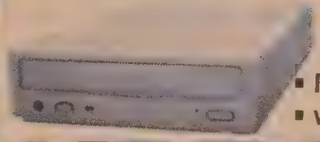

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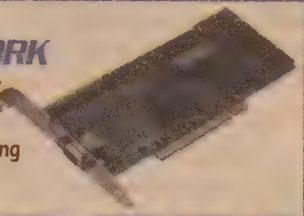

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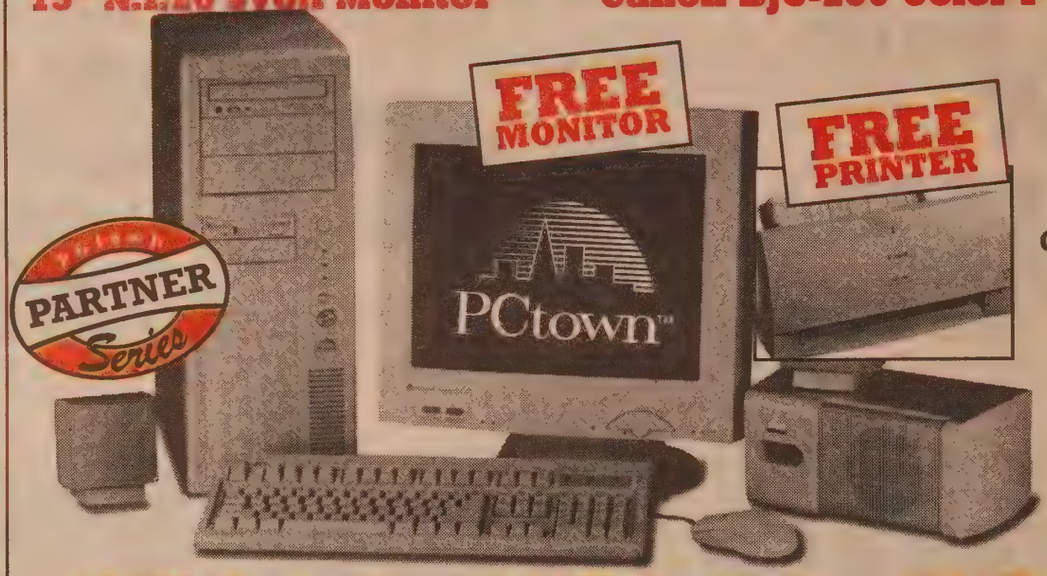

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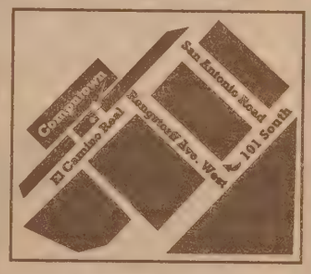

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Telecommuting *continued from page 38*

Shouldn't there be more to holding citizenship in a telecommunity than logging in every once it a while? For a telecommunity to have any real meaning, shouldn't individuals feel a sense of belonging, a willingness to share knowledge and privileges with others, some degree of ownership of the ongoing activities of the telecommunity, and a loyalty that drives them not only to shape the emerging telecommunity to meet their needs and reflect their values and priorities, but also drives them to defend it against others who seek to bend it to their own—different—purposes?

Despite the theorizing and hype, the details of what is and isn't a telecommunity, and how to make one work, are still waiting to be developed and thoroughly tested in the field. Grantham is anticipating the rise of "cyberspace community organizers" who can help people with naturally shared interests transform an electronic conversation into a true telecommunity.

And progress has already begun. Today there are many signs that new and stronger telecommunities are emerging, surviving, and growing. While there are too many telecommunities to list here, a brief discussion of several prominent and promising ones—including both compact and geographically diverse telecommunities—may prove enlightening.

The Atikokan, Canada, Telecommunity Group

This is an association of volunteers dedicated to improving the remote and rural community of Atikokan's access to information networks, particularly the Internet, reducing the cost of accessing these networks, and increasing the local understanding of and individual usage of these networks. The group is developing a local BBS (807/597-5265) and a home page on the Internet (*http://atikokanlakeheadu.ca/*). Check out *http://atikokanlakeheadu.ca/ATIKPIC.HTML* for some exciting pictures of the Canadian wild. Email contact is at *couch.t@nodn.com*.

Unlike individuals who merely dial into Web sites or consume other people's published materials, members of a telecommunity show a stable pattern of two-way interaction, basically talking to each other quite often and regularly.

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City of Austin, TX, Telecommunity

A "Telecommunity Partnership Initiative" has been proposed by the Austin Telecommunications Commission as a catalyst for community and leadership cooperation during the 1997-98 fiscal year that will help in fulfilling a vision of Austin as a great 21st century American city.

Basically, the Initiative (discussed at *http://www.ci.austin.tx.us/telecom/intelcom.htm)* calls for the city to develop an Austin-based telecommunity that is inspired but not controlled by technology. It proposes that Austin:

1) Deliver a network to people's homes, schools, libraries, hospitals, and businesses;
2) Ensure that individuals can send as well as receive video information and find other people's information easily;
3) Ensure that everyone, regardless of location, disability, or income is connected to and can use the network; and
4) Ensure that Austin's health, education, job and community services are available to everyone over the network.

The initiative proposes public debate on the shaping of this technology, and public action to create and enhance the physical community through the development of this all-new telecommunity.

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Blacksburg, VA

The residents of Blacksburg have banded together to develop Blacksburg Electronic Village (*http://www.bev.net*). It's intended to provide a mechanism for individuals to stay aware of activities, issues, and opportunities around them. The home page offers links to the history of Blacksburg, lists of its local businesses and organizations, health care information, library and local government services. In addition, the electronic village supports discussion groups on topics of local interest and importance.

The Expatriate Forum

This is an electronic place *(http://www.expatforum.com)* for Americans living abroad, as well as expatriates of other nations, to get reliable information and services geared to their distinctive needs. For example, Expat Chat!—a collection of message boards organized into broad topics, discussions and messages, including Money and Personal Finance, The Expatriate Experience, conversations about five regions of the world, Travel, Announcements, and The Wander Inn—offers a place to meet others who live and work overseas, help those who are preparing to make the move, exchange info, and just plain network.

There are also discussions on "Jokes Heard 'Round The World," "Is There Life Out There for Expat Wives Other Than Shopping," "Food and Humor," "Reverse Culture Shock," "Connecting to the Internet on the Road," "How Do You Get Over Jet lag?" and "Top 10 Traveler's Ailments."

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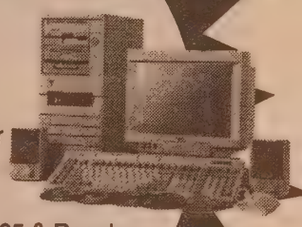

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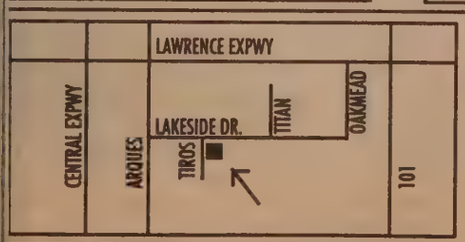

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The goal is for expats, former expats, their friends and relatives to build and shape this online community. Their openness and willingness to swap tips and tales about living and working in a 'foreign' country is what will or won't make this telecommunity worthwhile.

A Jobs and Careers area offers both job postings and positions wanted sections. It will also contain discussions on general business issues (like hiring practices in various countries), career topics, and suggestions on "getting started" and "keeping busy."

For more information, contact: Jeff Freeburg, President, HR International, (617)575-0287, or email to: *jeff@expatforum.com* .

Santa Barbara, CA, Telecommunity

The purpose of this electronic forum *(http://Telecommunity.santa-barbara.ca.us)* is to bring together all sectors of the community, to provide examples of and ideas on how local electronic networks may facilitate economic development, educational, non-profit, governmental and cultural programs, and to explore better ways to make this happen.

This "Telecommunity" tries to be an expression of the belief that working together to improve local online connections improves the ability to collaborate person-to-person, group-to-group, and sector-to-sector. The overall goal: To share over the Internet the process of nurturing the Santa Barbara area.

The Los Alamos Information Systems Technologies Telecommunity

The LIST is intended as a Web-based prototype telecommunity, a part of the Department of Energy's Digital SuperLab project. The initial test community is composed of the developers of LIST. As LIST Telecommunity applications and enabling infrastructure support software are developed, they'll be placed on the Web and tested. Some features are available only to registered Telecommunity members.

The Web page includes such topics as: "What's New in the Telecommunity," "Tour the TeleCommunity," a listing of LIST members, a LIST community calendar of meetings and conferences, a LIST community bulletin board, various LIST library and educational resources, LIST community entertainment, and even online shopping capabilities.

For more information about the LIST Telecommunity, email to *village@c3.lanl.gov* .

Victoria, British Columbia, Canada, Telecommunity Network

Victoria Telecommunity Network *(http://freenet.victoria.bc.ca/vifa.html)* is a community computing information system provided to the city of Victoria, British Columbia, Canada, at no cost to users, by the Victoria Free-Net Association. This Telecommunity site, separate from the City of Victoria's own Web site, is maintained by donations from local sponsors and private citizens and by many volunteer hours.

It provides such services as community discussion groups, Web space for community organizations, links to the Greater Victoria Public Library *(http://www.gvpl.victoria.bc.ca/)* and the Vancouver Island Regional Library *(http://www.virl.bc.ca/)*, and online databases.

For more information, email the Victoria Telecommunity Network at *hq@freenet.victoria.bc.ca* .

Many of the most vibrant telecommunities are electronic echoes and extrapolations of a physical community—like Telluride or Taos—which is consciously seeking to offer its citizens a new dimension to their existing community via the Internet.

Taos, NM—La Plaza Telecommunity

La Plaza de Taos telecommunity offers local residents and others such information as the community calendar, community services, education, government, a diabetes wellness connection, other health care and medical resources, local news and weather, links to local food and lodging services, and community arts and literature resources.

There are also links to recreation and entertainment, the "Storyteller of Taos," home and garden resources, transportation and utilities services, the telecommunity's virtual library and reference resources, lists of La Plaza users' homepages, various local business resources, and resources connected with society and culture, economic development, community networking, and travel and leisure.

Other services available to telecommunity users include banking and finance, history/social sciences resources, environmental and agricultural information, science resources, and employment opportunities.

The telecommunity Web site feature photos of local activities, and opportunities for users to add their own favorite links to the telecommunity's resource lists.

For more information about La Plaza de Taos telecommunity, email to: *feedback@laplaza.org* .

One curious aspect of all this telecommunity activity, Grantham points out, is that after a period of time people in telecommunities usually feel the need to get together face-to-face. Sometimes, they construct a local telework center that serves as a local gathering place. For telecommunities that are too spread out for local contact, people will often get on an airplane and go to an agreed-upon place to see each other.

"They feel," Grantham says, "the richness of their online interaction is enhanced by having some face-to-face interaction that supplements it." ■

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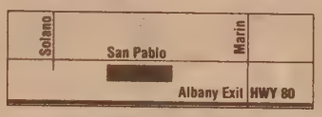

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For more information on the concept of Telecommunity, try...

CyberSociety: Computer-Mediated Communication and Community
Steven G. Jones, (Sage Publications, 1995). This is a fairly scholarly analysis of online communities, based on extensive research by the author. It mixes academic research with anecdotes and first-person experiences.

Howard Rheingold's Home Page
URL: *http://www.well.com/www/hlr/index.html*
It has links to many interesting sites and resources, plus discussions of Rheingold's books and works of art. You might also want to check his links to virtual community resources, at
URL: *http://www.well.com/www/hlr/vircom/index.html* .

Center for the Study of Online Communities
URL: *http://www.sscnet.ucla.edu:80/soc/csoc/*
Offers information on how computers and networks alter people's capacity to form groups, organizations, institutions, and how those social formations are able to serve the collective interest of their members.

Free-Nets and Community Networks
URL: *http://herald.usask.ca/~scottp/free.html*
Offers many links here to free-nets and community networks (such as Big Sky Telegraph), plus other links to related ongoing conferences, archives, and important telecommunity documents.

Big Sky Telegraph
A computer network in Montana that serves as a clearinghouse for education projects available on a variety of education networks, and which offers free training and access to citizens.

The Millennium Report: Communications as Engagement
URL: *http://www.cdinet.com/Millennium/*
Discusses community revitalization through computer-mediated communications or telecommunity. commissioned by the Rockefeller Foundation, read this for an analysis of the community revitalization "movement" and how communications technologies are impacting it.

The UTNE Café
email: *info@utne.com*
A discussion area sponsored by the UTNE Reader magazine, this is an electronic place where ideas and community intersect. Expect to experience an electronic "gathering" of people who want to discuss and share ideas, perspectives, enthusiasms, skills and visions.

Building Community in Cyberspace
URL: *http://www.netbiz.com/imp/rbaispeach/*
Presented by Philip A. Kratzer at the Renaissance Business Associates conference, September 21-24, 1995

The British Columbia Community Networks Association
URL: *http://www.bccna.bc.ca/*

Telecommunities Canada Inc.
URL: *http://www.tc.ca/*
Both locations reflect the work of people who are active in the telecommunities movement. There are also many links to other community-based computer networks.

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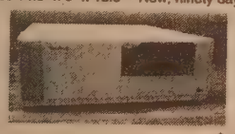

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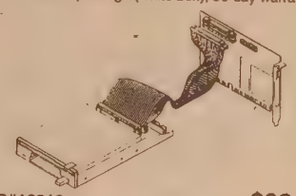

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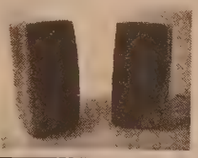

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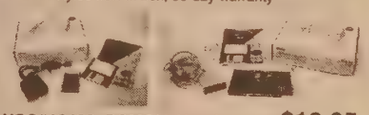

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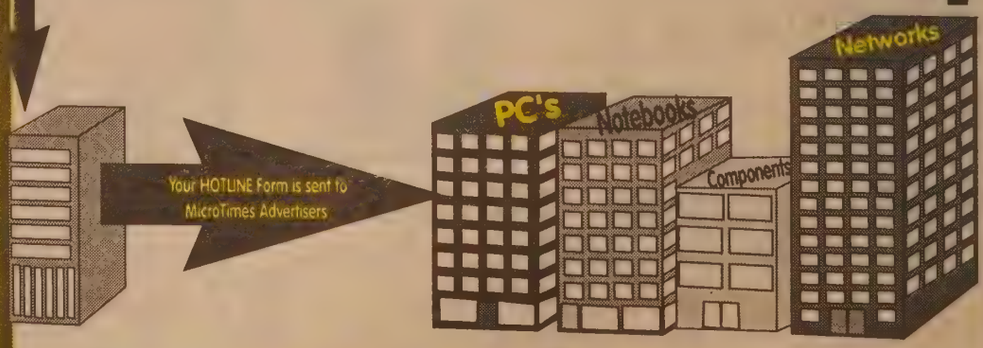

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E-mail address (continued)

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Please Rank Your Choice (H=High L=Low): (H) (L) Price (H) (L) Service (H) (L) Reseller (H) (L) Warranty (H) (L) Onsite Support (H) (L) Compatibles (H) (L) Brand Name

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STEP ONE: PICK A SYSTEM.

○ PC COMPATIBLE ○ MACINTOSH
○ PC NAME BRAND ○ Network WORKSTATION
○ PC NOTEBOOK ○ Network FILESERVER
○ MACINTOSH NOTEBOOK

PICK YOUR PREFERENCES
○ Name Brand
○ Compatibles
○ No Preference

Step 1: Enter PC System Brand Name & Model #, If Preference

Step 1: Enter NoteBook Brand Name & Model #, If Preference

Quantity / Choices ① ② ③ ④ ⑤ ⑥ ⑦ ⑧ ⑨ 10 or More ○

My Budget For System Is ○ Under $1000 ○ $1000 to $1999 ○ $2000 to $2999 ○ $3000 to $3999 ○ $4000 to $4999 ○ Over $5000

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STEP TWO: SYSTEM CONFIGURATION:

○ INTEL ○ PENTIUM MMX ○ DUAL CPU'S ○ PENTIUM PRO ○ PENTIUM ○ 486 ○ AMD ○ CYRIX
○ MACPOWER PC ○ MAC QUADRA/PERFORMA

CPU MHz & SPEED:
○ DX4 ○ DX2 ○ DX ○ 5X86 ○ 6X86 ○ Quadra ○ PowerPC
○ 200 ○ 180 ○ 166 ○ 150 ○ 133 ○ 120 ○ 100 ○ 80 ○ 75 ○ 66

BUS TYPE: ○ PCI ○ VLB ○ EISA ○ ISA

CACHE: ○ 64K ○ 128K ○ 256K ○ 512K

RAM: ○ EDO ○ 2MB ○ 4MB ○ 8MB ○ 16MB ○ 32MB ○ 64MB ○ 128MB

HARD DISK DRIVE: ○ 100MB+ ○ 800MB+ ○ 1GB+ ○ 2.5GB+ ○ 4GB+
○ IDE ○ SCSI ○ ZIP DR ○ JAZZ ○ 2GB+ ○ 3GB+ ○ 6GB+

MONITOR: ○ SVGA ○ VGA ○ MONO ○ 26 DPI
○ 14" ○ 15" ○ 17" ○ Non Interlace ○ 28 DPI
○ 20" ○ 21" ○ Multisync

FLOPPY DRIVE: ○ 1.44MB and/or ○ 1.2MB

FAX MODEM: ○ Internal ○ External ○ 33600bps ○ 14400bps ○ 28800bps

CASE TYPE: ○ Mid Tower ○ Desktop ○ Full Tower

VIDEO CARD RAM ○ 512KB ○ 1MB ○ 2MB ○ 3MB ○ 4MB

POINTING INPUT DEVICES: ○ Any Mouse ○ MS Mouse ○ Keyboard ○ Serial ○ Bus ○ PS2 ○ Trackball ○ Joystick ○ Ball Point ○ Pen

OPERATING SYSTEM NEEDED: ○ Windows 95 ○ OS2/Warp ○ Win NT ○ Mac ○ UNIX ○ DOS/Windows 3.11

STEP THREE: MULTIMEDIA UPGRADE

○ Please Add To Step 1 & 2 Quotation ○ Please Quote Me Separately

CD ROM DRIVE: ○ Internal ○ External ○ IDE ○ SCSI

CD ROM TITLES INCLUDED: ○ 1-5 ○ 5-10 ○ 11+

○ 6X ○ 8X ○ 10X ○ 12X ○ 16x

○ BRAND NAME ○ No Brand Name Preference

CD ROM Brand Name and Model Number

SOUND CARD: ○ 16Bit ○ 32Bit

SPEAKERS: ○ Less Than 25W ○ 25 to 50W ○ 50 to 75W ○ More Than 75W

STEP FOUR: NOTEBOOK SECTION - Please Note You Must Make Choices In Steps 1 & 2 To Complete Step 4

SCREEN TYPE: ○ 10" ○ 11' ○ 12' ○ 13' ○ Active Color ○ Dual Scan

PCMCIA SLOT: ○ Type II ○ Type III ○ Type IV

○ Audio Capable ○ Docking Station ○ Extra Battery ○ Fax Modem ○ CD\MultiMedia

STEP FIVE: NETWORKING NEEDS:

○ Please Contact Me on My Networking Needs Indicated Below

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○ Users 2 to 10 ○ Users 10 to 50 ○ Users Over 50 ○ Lantastic ○ Apple Talk ○ Novell ○ MS NT

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STEP SIX: UPGRADES & PERIPHERALS:

○ Ink Jet Printer ○ Tape Backup ○ Accelerator ○ Digitizer
○ Laser Printer ○ Color Printer ○ Dot Matrix Printer ○ Flat Bed Scanner ○ Hand Scanner

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A Creativity Machine

Visual Basic For Inspirations

Last month we talked about Visual Basic for Applications. This month we try it out on a specific project: Building a creativity assistant for Microsoft Word. And we will meet a new ally for sometimes-beleaguered MS Office users.

The time comes when you have to do something new. The old thing worked pretty well, but its time has passed. Now it is time to find a new thing to do, a new thing to make, or a different solution for an old problem. Trouble is, your brain is fried and you can't think too well of the old things, let alone of the new things...

You might, for instance, be a caterer who needs something to distinguish your work from everyone else's. What do you do? Look through more cook books? Hire a creative assistant? The big catering job is in three days, and the well seems to have run dry.

So this month we look at one way of priming the pump. Home-grown, home-made, and a bit of work. But it is free to anyone who wants to install it in MS Word 97—at least non-commercially. If you want to use it commercially, let's talk.

A Home-Made Idea Generator

Creativity is the ability to see new arrangements for the familiar. Computers haven't gotten to the seeing yet—the consciousness remains human. But computers are excellent at providing random arrangements of data. As long as the data is in a form that they can read, computers can reach in and choose random chunks for presentation.

I always juxtapose ideas from different sources. I keep each source in a different file. One file should be made up of ideas that relate directly to the issue at hand. If you are a caterer and the issue is cooking, it might be a text file of ingredients and cooking methods, written one per line for easy random retrieval.

Basil
Sautéing
Deep Frying
Asparagus Beef
Shrimp Tofu
...and so on.

The other file should contain things that have (apparently) nothing to do with the question at hand. There are lots of places to find such lists—the dictionary, a mail-order catalogue, the index of a text in another field.

The more rich the ideas are, though, the better. The intent is to make that second file a source of the best-quality conceptual approaches you can find.

For several years I have been using notes taken from *Kevin Kelly's Out of Control.* If you haven't read this very wide-ranging book about the convergence of industrial design and biological forms, let me recommend it. Some of the entries in the early parts of this file are:

algae soup
algorithmic search through Library of Form
all microbes as one genetically interacting superorganism
almost predictability
alternative life...
extropy
fabric of traces
false id's
Fax Effect...
ideal mutation rate of .1 to .01
ill-defined problems
imbalance as a sign of life
implicit parallelism...

Because VBA works with the actual objects that run the Microsoft Office applications, you have to discover which one will pull the lever you want pulled. As the documentation for those objects is inadequate, you may be up late trying to find out just which command will pull the lever, and what syntax to use with it.

Cooking Up The VBA Program

I want a program that will present me with novel juxtapositions of ideas: one from my file of topical ideas about cooking, and one from the rich-idea file.

I will first need a function that can choose one line at a time from a text file. This function has all sorts of uses—you can use it to draw the winner in a contest, or to make random decisions in a game. Because it chooses a single line at random from a file, I call it "randline()." Then I can create a function to juxtapose random lines from two different files to make an idea. When I have that, I can present the idea to the user for acceptance or rejection.

Randline() turns out to be fairly straightforward:

```
Public Function Randline(fname As String)
```

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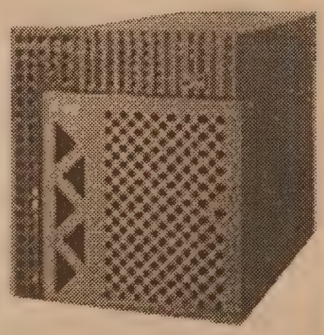

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```
As String
  ' Prepare some variables to use
  Dim count, which As Integer

  ' Open the file
  Open fname For Input As #1

  ' Set a counter to zero
  count = 0

  ' How many lines in the file?
  Do Until EOF(1) ' Repeat until file ends...
    ' Read next line
    Line Input #1, textline
    ' Raise the counter
    count = count + 1
  Loop ' until file ends & we have the count.

  ' Shuffle the random deck
  ' by resetting the random
  ' number generator
  Randomize

  ' Make a random number
  ' between 1 and count
  which = Int((Rnd() * count) + 1)
  ' Go back to the top of file
  Seek #1, 1

  ' Now get a line to use
  For i = 1 To which
    ' Read each line down
    ' to number which...
    Line Input #1, textline
  Next

  ' The last line you read
  ' is the random line you
  ' want, so return it to user.
  Randline = textline
  '...and close the file.
  Close #1

  End Function
```

The "Randline()" function opens the file and finds out how many lines it has—the Kelly file, for instance, is about 590 lines long. It then makes a random number between 1 and (in this case) 592. It goes back to the top of the file and counts down to the line with that number, and thus chooses one line at random from the file. It closes that file. When I use it on the file of cooking terms, it might come up with "deep frying."

The second function, "NewIdea()," uses the Randline() function to get a random line from each of the two source files. In this example, one is called "Kelly," and the other is called "yourfile." On my system they are both in a directory called "random," but you would of course modify these filenames so they reflected the names of the files you were using and where you were storing them. These two lines, joined by a " + ", are the new idea.

```
Public Function NewIdea()
```

continued on page 58

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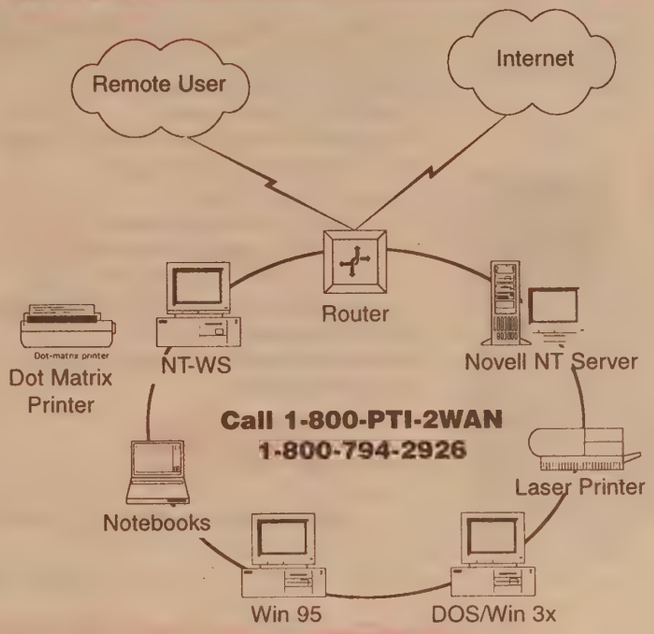

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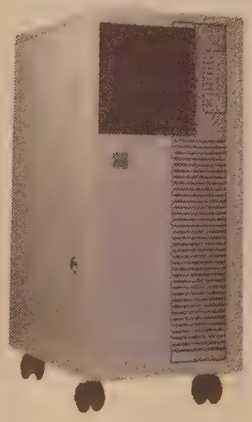

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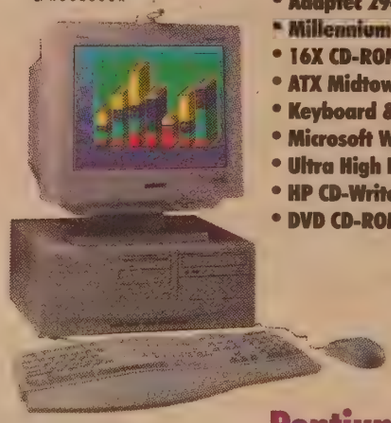

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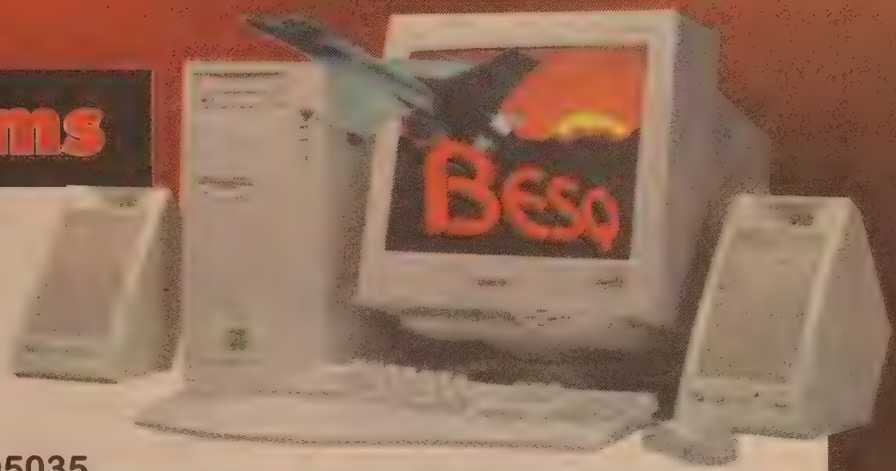

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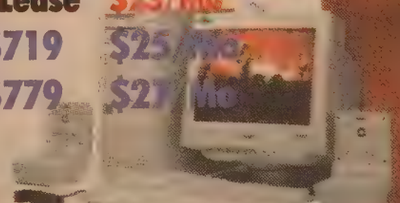

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Small Office/Home Office *continued from page 54*

```
' Prepare a variable
Dim idea As String

' Set it as an empty string
idea = ""

' Fill it with one random line
' from each of two different files
' separated by a "+"
idea = Randline("c:\random\Kelly") + " + " +
Randline("c:\random\yourfile")

' And return the
' idea to the user.
NewIdea = idea
End Function
```

Of course any given new idea may not be helpful, so it is important to be able to cycle quickly through new ideas.

For that purpose, I have written a third procedure called "GetNewIdea." It uses the NewIdea function to produce a novel combination. It then presents the new idea to the user in a message box. Because this is a VBA application, the message box appears right over the open Microsoft Word File. The box has three buttons. "Yes" will type the idea into the document. "No" will get another idea. "Cancel" closes the Message Box.

```
Public Sub GetNewIdea()
  ' Create some local variables
  Dim idea, r, cr As String
  Dim done As Boolean

  ' We'll want a Carriage Return in the
  ' middle of our message, so make a
  ' string that give us one.
  cr = Chr$(13)

  ' We'll need to know when we are done,
  ' and since we are not done at the start...
  done = False
  ' Again and again, if need be:
  Do
    ' Generate an idea.
    idea = NewIdea()

    ' Offer the idea to the user and get their
    response (r).
    r = MsgBox("How about:" + cr + " ' " + idea +
    " ' ?", vbYesNoCancel)

    ' Decide what to do, based on their response.
    Select Case r
      Case vbYes ' If they clicked "Yes"...
        '...type the idea into the document.
        With ActiveDocument
          Selection.TypeText Text:=idea
        End With
          done = True ' and we'll be done.
      Case vbNo ' If they clicked "No"...
        ' We will do nothing, but because
          ' the variable 'done' is still false
        ' we will go around again
      Case vbCancel ' If they clicked "Cancel"
        ' Do nothing, but we are done.
        done = True
    End Select

    ' Repeat until they have accepted an idea or
```

continued on page 62

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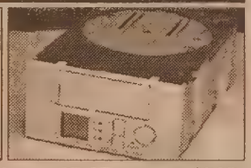

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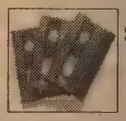

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33.600 Fax/Modem w/Voice
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Mini Tower Case w/230 PS
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AMD K6-200/ 233MHz $1339/ 1459
Cyrix 6x86MX Pr166/ 200MHz$1239/ 1279
Intel Pentium® 166 MHz $1279
Intel Pentium® 200/ 233 MHz. $1399/ 1529

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Matrox Mystique 220 2MB SGRAM
Toshiba 24X IDE CD-ROM Drive
Yamaha 16-Bit Sound w/ 60W Speakers
KeyTronics 104 Win95 Keyboard
Logitech Serial Mouse/Pad
U.S Robotics 33.6 Fax/Modem
Microsoft Windows 95 CD
MID Tower Case w/230 PS
Free CD Grolier's Ency. 97

$1289

200MHz $1399
233MHz $1529

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Toshiba 24X EIDE CD-ROM Drive
Sound Blaster 16-Bit Sound
56K Fax/Modem w/DSVD Technology
KeyTronics 104 Win95 Keyboard
Logitech Serial Mouse/Pad
Amplified 240W Speakers
Microsoft Windows 95 CD
Mid Tower Case w/250 PS
Free CD Grolier's Ency. 97

$1499

200MHz $1599
233MHz $1729

STAR #5 Multimedia Systems

Intel 166MHz Pentium® Processor MMX
ASUS TX97XE 512K Pipeline Burst Cache
64MB of 168-Pin EDO RAM
5.1GB EIDE Hard Drive (10ns)
3.5" 1.44MB Floppy Drive
New Matrox Millennium II 8MB WRAM
Sony 200sf 17" 1280x1024 .25 NI Monitor (15.9" v.i.s.)
Toshiba 24X EIDE CD-ROM Drive
Sound Blaster AWE 64 Sound
US Robotics 56K Fax/Modem
KeyTronics 104 Win95 Keyboard
Logitech PS/2 Mouse/Pad
Amplified 240W Speakers
Microsoft Windows 95 CD
ATX Mid Tower Case w/250 PS
Free CD Grolier's Ency. 97

$2489

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233MHz $2539

STAR #6 Multimedia Systems

Intel 166MHz Pentium® Processor MMX
Intel AN430TX 512K Pipeline Burst Cache
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NEW Matrox Millennium II 4MB WRAM
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Toshiba 24X EIDE CD-ROM Drive
Yamaha 16-Bit Sound w/60W Speakers
Microsoft Windows 95
KeyTronics 104 Win95 Keyboard
Logitech Serial Mouse/Pad
US Robotics 33.6 Fax/Modem
ATX mid Tower Case w/250 PS
Free CD Grolier's Ency. 97

$1739

200MHz $1839
233MHz $1969

STAR #7 Multimedia Systems

Intel 233MHz Pentium® II Processor MMX
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3.5" 1.44MB Floppy Drive
Matrox Mystique 220 4MB SGRAM
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Toshiba 24X IDE CD-ROM Drive
Yamaha 16-Bit Sound w/60W Speakers
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Logitech PS/2 Mouse
US Robotics 33.6 Fax/Modem
ATX mid Tower Case w/250 PS
Free CD Grolier's Ency. 97

$1849

266MHz $1999

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ASUS KN97 512K Pipeline Burst Cache
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NEW Matrox Millennium II 4MB WRAM
ViewSonic PT770 17" .25 Trinitron Monitor (15.9" v.i.s 1600x1280 max.res.)
Toshiba 24X EIDE CD-ROM Drive
Sound Blaster AWE 64 Sound
Microsoft Windows 95
KeyTronics Win 95 104 Keyboard
Logitech PS/2 Mouse
56K Fax/Modem w/DSVD Technology
Yamaha M7 Speakers
ATX mid Tower Case w/250 PS

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266MHz $2649

STAR #9 Multimedia Systems

Intel 233MHz Pentium® II Processor MMX
Intel Portland 512K Pipeline Burst Cache
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3.5" 1.44MB Floppy Drive
NEW Matrox Millennium II 8MB WRAM
ViewSonic G771 17" .27 Monitor (15.9" v.i.s 1280x1024 max.res.)
Toshiba 24X EIDE CD-ROM Drive
Sound Blaster AWE 64 Sound
Microsoft Windows 95
KeyTronics 104 Win95 Keyboard
Logitech PS/2 Mouse
US Robotics 56K Fax/Modem
Yamaha M15 Speakers
ATX mid Tower Case w/250 PS

$2869

266MHz $2999

STAR #10 Multimedia Systems

Intel 233MHz Pentium® II Processor MMX
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4.3GB Ultra-Wide SCSI Hard Drive (8.5ns)
Adaptec 2940 Ultra-Wide PCI SCSI Controller
3.5" 1.44MB Floppy Drive
NEW Matrox Millennium II 8MB WRAM
Sony 200SF 17" .25 Trinitron Monitor (15.9" v.i.s 1280x1024 max.res.)
Toshiba 16X SCSI CD-ROM Drive
Sound Blaster AWE 64 Gold Sound
Microsoft Windows 95
Microsoft Natural 104 Win95 Keyboard
Logitech Cordless MouseMan Pro
US Robotics 56Kx2 Fax/Modem
Yamaha system 45 w/Subwoofer
Iomega Zip IDE 100MB w/One
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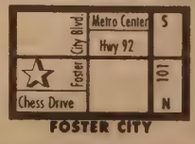

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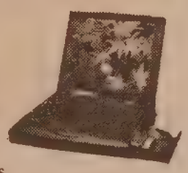
CHEMBOOK 6800 SERIAL



- Intel Pentium® with MMX Technology
- 256KB L2 Pipeline Burst Cache
- 32MB of RAM Up to 72MB
- Removable 1.08GB HDD
- 3.5" 1.44MB floppy Drive
- PCI 64 2/4MB EDO with 16M True Colors
- 16X EIDE CD ROM Drive
- 3 Type II & Type III PCMCIA Slots
- Touchpad Win95 Keyboard
- 16-Bit Sound Card w/Speakers
- NIMH Battery (6800XL for Li-Ion)
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- Microsoft Windows 95
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166MHz MMX	$1819	$2319
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233MHz MMX	$2099	$2599

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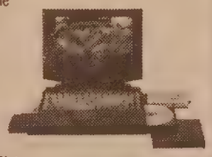

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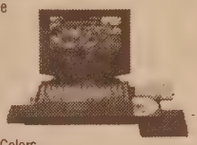

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- NEC E1100/P1150 ... $1369/1539
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- 5.1GB IDE Maxtor/WD ... $329/379
- 6.4GB IDE Quantum ... $399
- Quantum 3.2GB SCSI/4GB U-WIDE SCSI ... $319/749
- Seagate 4GB SCSI/U-WIDE SCSI ... $749/789
- Seagate 9GB SCSI/U-WIDE SCSI ... $1309/1339
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- 3C900 Etherlink III PCI TP/Combo ... $79/89
- 3C905 TX PCI 10/100 TP ... $119
- Intel EtherExpress 16 Coax/TP/Combo ... $89/79/89
- Intel EtherExpress Pro 10 Combo ... $99
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- Kingston Etherx 10BT PC Card ... $99

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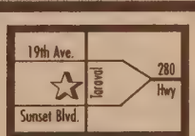

SAN FRANCISCO

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 continued from page 58

canceled.
Loop Until done
End Sub

Readers familiar with Visual Basic will find almost nothing in the scripts that is not familiar. Most of the code is pure Visual Basic. The advantage is obvious: Thousands of users already know how to code in this language, and those who do not can learn quickly. Many of us have programs we have written in Visual Basic that can be reused in VBA. VBA makes possible a whole lot of leveraging.

The single exception is the code that types the text into the Word document:

With ActiveDocument
Selection.TypeText Text:=idea
End With

While this is not much code, finding out just how to do this is part of the obscurity I wrote about last month. Because VBA works with the actual objects that run the Microsoft Office applications, you have to discover which one will pull the lever you want pulled. As the documentation for those objects is inadequate, you may be up late trying to find out just which command will pull the lever, and what syntax to use with it. But everything else is Visual Basic code—clear, relatively self-documenting, and familiar.

You need to be able to get to the Idea Generator quickly and easily. As a final touch, I wanted a button on a toolbar that would run the scripts for me. Fortunately, MS Word makes it possible to modify the toolbar, by going to the "Tools" item on the menubar and choosing "Customize." This brings up a "Customize" Box. Choose the "Commands" tab and then in the "categories" pane, scroll down to "macros" and choose it. On the right the various macros will appear. Select the macro "Normal.NewMacros. GetIdea" and (holding down the left mouse-button) drag it to the menubar and drop it on a toolbar.

This will give a button with the name "Normal.NewMacros.GetIdea"—accurate but unappealing. If you use the right mouse-button to click on the new menubar button while you are still in customize mode, a dropdown menu will appear. One of the choices on it is "Name:" You can use that slot to rename the button to something more attractive like "Idea!"

You can install the idea generator for yourself and give it a try. You will probably have to spend time building a file of topics that are meaningful to you. But when you have done so, you will have a helpful advisor that puts together ideas for you.

Suspended Disbelief And Idea Generation

To actually use it, you must suspend disbelief for a few moments. When the message box offers a new idea that seems nonsensical, you must act (for the nonce) as if it meant something.

I find it useful to write one paragraph interpreting the idea. If, after one paragraph of taking it seriously, the idea doesn't pay off, discard it. But the secret of invention is that the unlikely turns out to be useful. The idea generator gives you unlikely combinations—you need to find the use in them.

continued on page 231

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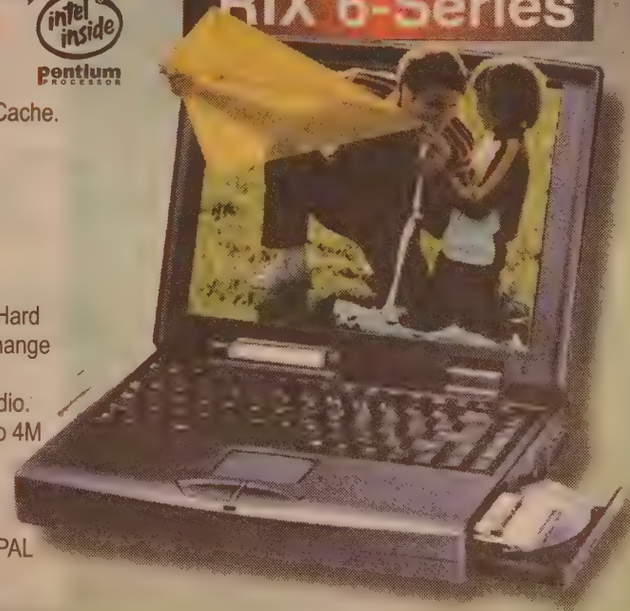

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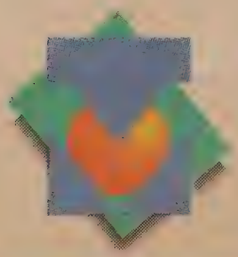

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ACCOUNTING • BY DAVID SIMON, CPA, AND JENNIFER R. CHERNISS

Write-Up Our Alley

A Stroll Through the Garden of Accounting Write-Up Software

Accounting write-up software is used to generate financial statements. It is specially designed for rapid entry of batches of transactions, and for keeping books and records for multiple companies. Write-up software is primarily employed by public accountants and bookkeepers, and by in-house accounting departments seeking presentation-quality financial statements without the hassles of full-bore, high-end accounting packages.

Write-up packages can import a client's accounting information from other applications, allow the accounting professional to make changes and finalize it, process a wide variety of financial information, and generate reports.

All write-up software performs the traditional function of "after the fact" accounting. A small business typically provides the prior month's books and records in the proverbial shoebox to a bookkeeper or accountant. The accounting professional then inputs the data, makes the appropriate adjusting entries, and generates an income statement, balance sheet, and other financial information. The ability to process payroll is another common feature, although many packages charge extra for payroll modules. Even at that, a small business can avoid the complexity and huge expense of general accounting systems such as AccPac, MAS 90, and Great Plains.

Usage of write-up software is no longer limited to outsourced bookkeeping and accounting services. Many small companies with accounting resources in-house rely on write-up software to generate professional-looking financial statements, as well as to generate more specialized reports and perform financial analyses. Yes, the same presentation could be achieved with spreadsheet, word processing, or presentation programs. But the advantage of write-up software is its ease of use for specific purposes, frequently including predefined templates requiring little specialized knowledge and effort.

Species Diversity

Because of the competitive environment in which they evolved, there is great diversity among write-up packages. Some have added enhancements such as payables and receivables modules. Other miscellaneous financial functions such as loan amortization utilities and financial ratio generation were gobbled up from related products and patched in, perhaps reflecting a product's ownership history more than real needs of any market niche.

*Usage of write-up software is **no longer limited** to outsourced bookkeeping and accounting services. Many small companies with accounting resources in-house rely on write-up software to generate professional-looking financial statements, as well as to generate more specialized reports and perform financial analyses.*

Many everyday software applications, such as word processors or spreadsheets, are largely similar from vendor to vendor. Compared to them, selecting write-up software is like shopping at a flea market.

This guide provides a few representative examples of write-up software packages to illustrate their range of functionality and some key differentiating features. The products mentioned here, and their publishers and contact information, are listed in the table on page __.

A word about system compatibility: Long after the advent of Windows, most professional accounting packages persisted in their DOS incarnation. To this day, few packages have been developed specificallly for Windows 95, and several with perfectly sophisticated functionality are available as DOS only. One may attribute this to the stodgy and conservative nature of accounting professionals, but this is a libelous assumption.

In fact, the legacy-system bent of this product category reflects the mission-critical nature of accounting operations and the relative instability of Windows. If an operating system crashes during entry of a large batch of transactions, or if finicky system resources are overwhelmed during key calculations, it can be quite burdensome to clean up the mess.

A Write-Up Sampler

Tax and Accounting Software Corp. recently introduced a complete write-up package (Easy ACCT, $1,590) that includes an accounts payable module and a credit card processing module. This enables users to process credit card transactions by modem and simultaneously record the transactions to the cash and accounts receivable accounts.

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Intel P5-200MMX Lonetree(233MMX+$129)	165	419	569	969	1069
Intel Anchoragw 166MMX(200MMX+$99)	183	339	489	889	989
Intel Tucson 166MMX(200MMX +$99)	168	317	467	867	967
Asus Vx97,P5-200MMX(233MMX+$129)	99	359	459	859	959
Asus Vx97,P5-150 (166MMX+$59)	99	199	299	699	799
Asus Tx97E, AMD k6-200(k6-233+$129)	149	359	459	859	959
P5-200MMX Intel Triton M.B.(233MMX+$129)	67	321	421	829	929
P5-150 Intel Triton M.B. (166MMX+$69)	67	167	267	679	779
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Keytronic 104 win95 Enhanced(win95).....16
M.S. Natural keyboard(w/ Sys.)/Ergo Touch...45/27
Microsoft compatinle serial mouse 5
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Mitsumi PS2 mouse.....9

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Matrox Mystique 2MB/4MB(Bulk).....97/129
Matrox Millium II 4MB/8MB(Bulk)..... 203/289

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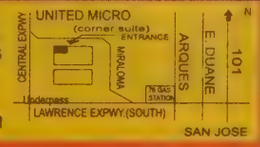

Accounting *continued...*

Cougar Mountain Software is best known for Act*Plus* Accounting, a mid-range package used mainly by resellers, not-for-profit entities, and construction contractors. They have developed a write-up configuration (also Act*Plus*, $400) incorporating the General Ledger module from Act*Plus* Accounting. It is configured to generate ratio and cash flow tracking reports, and more than forty financial ratios and indicators, including net working capital, inventory turnover, debt ratio analysis and return on investment information. As a separate add-on to the write-up package, Cougar Mountain sells a report writer that links with Microsoft Access to present financial data in complex reports or across a Web-based network.

Purchase of the Act*Plus* write-up configuration alone is restricted to accountants. Configurations with additional modules (e.g., payables, receivables) are available to anyone and typically cost around $1,000. Cougar Mountain envisions that the business customer will handle all the data entry in-house and then transfer files to their accountant to make adjusting entries and generate reports.

This arrangement, where client and accountant use the same master system and exchange compatible files, is promulgated by many vendors. Vendors may be happy to practically give away the software to accounting professionals, in hopes that their clients will buy the companion data entry modules at full retail prices. Indeed, as we go to press, the $400 configuration mentioned above is offered on special sale to accountants for a limited period for only $99.

Because of the competitive environment in which they evolved, ***there is great diversity among write-up packages.***

Computer Language Research (CLR) offers Ace Write-Up (about $1,400), written for Windows 3.1, which emphasizes financial and accounting reports strictly complying with a host of highly technical accounting rules. Menu choices let the user instantly convert between alternative formats for reporting cash flows from operations. Even fonts are provided to ensure the professional appearance of accounting statements.

As with Cougar Mountain, write-up capabilities of CLR have somewhat limited compatibility with other packages. Import and export functions are largely restricted to other CLR products, so it won't be easy to use this system to generate financial statements if the data was entered in a competitor's accounting software.

Veritask, by Professional Design Systems Inc., is modestly priced (about $600) and written for

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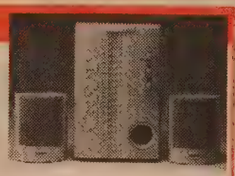

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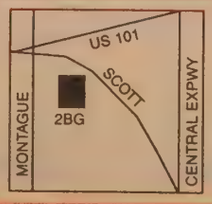

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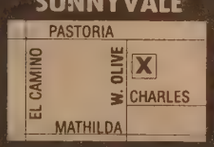

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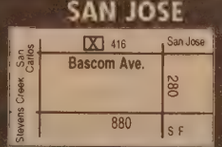

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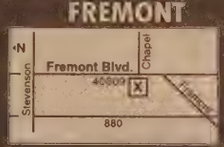

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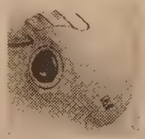

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Windows 3.1. Originally developed by Software By Design, it was sold to Peachtree, who fiddled with it for a while and then sold it to Cold River Software. Finally, Professional Design Systems bought it from Cold River. As a result of its checkered past, Veritask's import and export functions work great with Peachtree accounting software, but not much else. As a standalone write-up package, Veritask is a functionally undistinguished program with a superior interface at an especially affordable price.

One of the better known programs is CLASS Plus, by Microtique. It costs about $700 to $1000, depending on optional features, and is strictly a DOS product. CLASS can import data from a variety of popular accounting packages that may have weak report generating capabilities, such as Quicken, Quickbooks, and One-Write Plus. From there, professional-quality financial statements, based on templates, are easy to generate.

CLASS originally made their name by developing a number of value-added features, including a loan amortization utility and bank reconciliation. Nowadays, utilities such as these have become so commonplace that it's hard to ascribe much value-added to them.

> ***Vendors may be happy to practically give away the software to accounting professionals,*** *in hopes that their clients will buy the companion data entry modules at full retail prices.*

One of the priciest entrees, at well over $2,000, is Write-Up Solution II, by Creative Solutions, Inc. It, too, is a DOS-only product.

Solution II's ability to integrate with other vendor's products is limited, and the report writer does not make it easy to custom design reports. It does, however, come with almost 100 predefined reports, so little report formatting is usually necessary. Designers of this program subscribe to the "Proprietary is Profit" school of thought, optimizing compatibility with a single client package, rather than sacrificing functionality for broad compatibility. Its companion product, CheckBook Solution ($950), is intended to allow a business to handle payables and receivables in-house, then transfer data to the accountant for adjustments and reports.

Solution II is noteworthy because Creative Solutions did so much to pioneer proprietary write-up systems. It is still regarded as one of the more powerful write-up products. Although it is time-consuming to learn to use the report writer, its flexibility is outstanding. As adjustments are entered, the results are displayed instantaneously. Still, it may seem hard for savvy users to justify paying $2,000 for DOS software, after having been acclimated to a graphical environment.

SCS/Compute offers DataWrite, a traditional write-up package. In 1995, SCS/Compute acquired Cogent Technologies, which offered a competing product, Work Papers Plus. Of course, having acquired the competitor, its product line was no longer competing, so SCS

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created links between DataWrite and Work Papers Plus (discussed more later.)

Data Write provides a low-end, fairly simple approach for situations in which the business gives an outside bookkeeper the documents for data entry and needs only simple accounting reports in return.

An Alternative Path

Many times prospective purchasers of write-up software discover that what they really need is its close cousin, trial balance software, and not a write-up package at all.

Trial balance software is even more stripped-down than write-up software. The starting point is the company's trial balance—a column of numbers that lists the balance of every account at a given point in time. With trial balance software, initially you either import the trial balance or enter it manually. From these preliminary balances, you can make adjustments, print financial statements or other reports, or even export the adjusted trial balance to another package, such as for tax preparation.

Trial balance packages tend to have especially good compatibility with complementary products from a variety of vendors. And they characteristically lack the "bells and whistles"—optional features not clearly related to the immediate task.

Computer Language Research acquired their trial balance product, Ace Audit, a few years ago. Unlike Ace Write-Up (discussed above), Ace Audit has a distinctively non-proprietary approach. Ace Audit can import data in ASCII and spreadsheet formats, as well as from other popular trial balance packages, and can export data to over nine different tax preparation programs. Ace Audit (which starts at around $600) includes customizable financial statements and a graphics module, although the financial statement generator isn't as agile as Ace Write-Up's.

Cogent Technologies (owned by SCS/Compute) offers Workpapers Plus (mentioned above). This is the least-expensive package considered here, costing only about $250. It is also one of the easiest with which to get up to production speed.

Workpapers Plus for Windows 3.1 will import data from Excel, Quatro Pro, and Lotus 1-2-3. It also imports data directly from a number of popular general ledger packages, but this requires purchase of an add-on module.

The program includes several predefined financial statements and reports. You simply choose the template and assign accounts to the appropriate classification. By clicking on-screen tabs, you can open different screens, for example, to enter adjustments.

Workpapers Plus generates more reports than Data Write. A business might do its bookkeeping in-house using Data Write, and then transfer the data to an accountant who uses Workpapers Plus to produce an array of reports, including cash flow statements and financial ratio analyses.

Write-up software doesn't normally command the media attention of romantic, high-profile, general accounting software, which is heavily advertised in the popular computer press. However, if you're looking for speed of data entry, superior reporting capabilities, lower price, and less trauma around installation and training, it's a class of accounting software worth a second look. ■

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COMPLIMENTARY REPRINTS:

The following is available free of charge from David Simon's office at (510)893-5753.
Wayne Schultz, "Buyers' Guide to Low-End Accounting Software," *Journal of Accountancy* (May 1996)

RESOURCES:

"Write-Up Software Revisited"
Paul Demery
The Practical Accountant (February 1997)

"Accounting Software in the Middle"
Tom C. Davis
Accounting Technology (June 1997)

"Picking the Right Write-Up Program"
Ted Needleman
Accounting Today (July 7-27, 1997)

"Trial Balance Software"
Wayne E. Schultz
Accounting Technology (July 1997)

Accounting Write-up Software Publishers

Easy ACCT Professional Series
Tax and Accounting Software Corp.
(TaascFORCE)
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1-800-998-9990
URL: *http://www.taascforce.com*

Ace Write-Up
Ace Audit
Computer Language Research
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1-800-865-5257
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Act*Plus* Accounting 11.1
Cougar Mountain Software
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URL: *http://www.cougarmtn.com*

CLASS Plus
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Veritask 5.4
Professional Design Systems Inc.
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1-800-628-9802
URL: *http://www.pds-usa.com*

Write-Up Solutions II
Creative Solutions Inc.
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URL: *http://www.csisolutions.com*

Workpapers Plus
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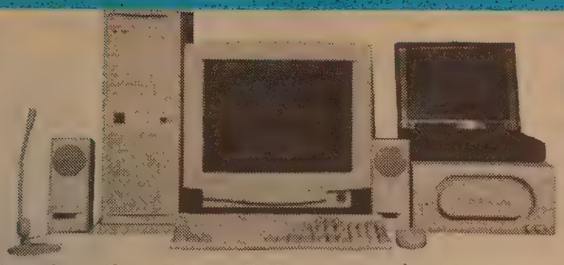

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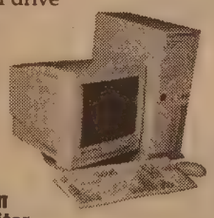

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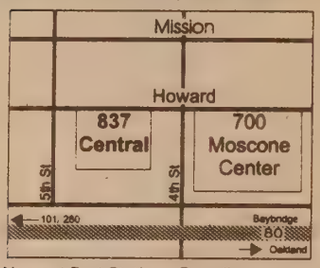

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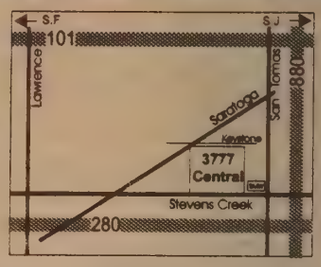

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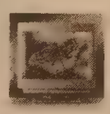

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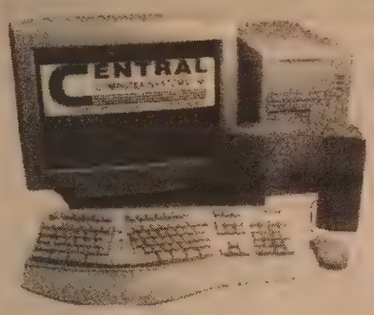

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- -Sound Blaster AWE64 Value
- -33.6 Internal Fax/Modem
- -Microsoft Windows 95 CD
- -Yamaha M7 Multimedia Speakers
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- -Diamond 3D 2000 4MB PCI
- -Sound Blaster 16 PnP
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- -Keytronic 104 Keyboard
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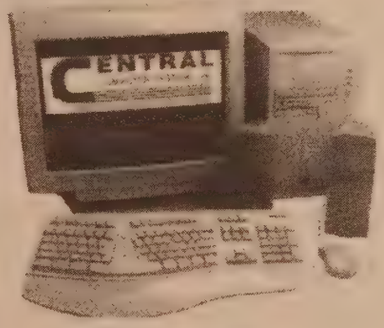
- -33.6 Internal Fax/ Modem
- -ATX #A2 Mid-Tower Case w/ 230W
- -Keytronic PS/2 104 Keyboard
- -Microsoft PS/2 Mouse w/ Pad
- -Microsoft Windows 95 CD
- -SD202 Multimedia Speakers
- -Monitor not included



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HARDWARE

1. CD DRIVE / SOUNDS

ADDONICS (portable)
10X Pocket Parallel Port 275
12X Parallel Port w. Sound Card 345
20X Max Pocket PCMCIA 315
24X External 279

CREATIVE LABS
Midi Kit + Software 65
Sound Blaster 16 PnP w/o IDE 55
Sound Blaster 64 AWE Gold 189
Sound Blaster 64 Value Pak 95

DIAMOND
DVD Drive w. Kit 379

MITSUMI
FX800S 8X IDE Int 69
FX140S2 16X IDE Int 85
FX240S 24X IDE Int 95

NEC
CDR-1610 16X SCSI Int oem 119
MultiSpin 6X Int 4CD Rom Changer oem ..... *(85)

PLEXTOR
PX-12CSi 12X SCSI Int (Caddy) 259
PX-20X SCSI Int (Tray) 219

PIONEER
DR511 24X IDE Int 89
Decode Card 129
DVD101 IDE Int 199
DVD301 SCSI Int 299

SONY
CDU-511 16X IDE Int 95
CDU-611 24X IDE Int 105
PRD-650 Portable 6X w. PCMCIA Kit 345

TEAC
CD-524E 24X IDE Int 99
CD-516S 16X SCSI Int 129

TOSHIBA
5701 12X SCSI Int 119
DVD Drive IDE w. Kit 399
XM-6102B 24X IDE Int 99

TURTLE BEACH
Multi-Sound Fiji 20-bit / w. Digital I/O 275/329
Multi-Sound Pinacle 20-bit / w. Digital I/O .. 375/425
Tropez Sound 32 Voice 145
Wave Table Sound 32 99

OTHERS
CD Caddy 3.99
CD Jewel Case for 1 / 2 / 3-CD 0.55/0.65/0.55
CD Wetsuit (by Kensington) for 12 / 24-CD 9.95/13.95
ESS 16 IDE Sound Card 29
Gravis Ultrasound Plug & Play 135
Gravis Ultrasound Pro, PNP 175
J-Bond MF-719 Yamaha 3D 32 35
Television: TeleSound EX16 IDE ..... *(68)

WRITABLE CD DRIVES :

Adaptec Easy CD Creator Deluxe (software) 89
Adaptec Easy CD Pro (s/w) oem / reg. ..... *(99/259)
Elektroson: Gear (CD creator software) 95
HP SureStore C6020i, read 6X, write 2X, Int ..... *(395)
HP SureStore C6020e Parallel Ext 495
HP SureStore C6020e SCSI Ext 495
Panasonic PowerDrive Optical 4X/2X Int / Ext 485/615
- Writable Optical Disk 49.95
Philips CDD-2600 Int / Ext 445/545
Philips Omniwriter (Ricoh) CDR-6200S 6X/2X Int
oem / reg 459/499
Yamaha CDR-400 6X/4X Int / Ext 585/665
3M /Sony CDR (74 min.) / 10-pk ..... *(5.95)/58
Kodak CDR 74 min. / 10-pk / 25-pk 4.50/43/100
Pioneer /Traxdata CDR 74 min. / 10-pk 4.50/43
Ricoh CDRW 74 min. 22
TDK CDR 74 min. / 10-pk 4.95/47

SPEAKERS :

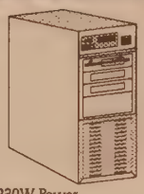
Active 85 Hi-Fi Amplier (100W) 39
Active SP-690 Amplied 33
Altec ACS45 w. Sub-woofer 79
Altec ACS51 / ACS52 / ACS53 ..... 65/85/125
Altec ACS150 99
Altec ACS500 295
Labtec Stereo LCS-150 ..... 18.95
Labtec Stereo LCS-600 ..... 24.95
Labtec 1224 Space Server 3D Stereo (10W) 69
MLF-CP55 Mini Speakers (4W) ..... *(4.99)
Yamaha YST-M7 (5W) 45
YST-M15 (10W) 75
Yamaha System 45W (M15 + MSW-10 SubWoofer) 169

SPECIALS

HM2: Headset w. volume control 11.95
KC3: Headphone + Microphone 8.95
MC1: Pocket Size Microphone 7.95
MC2: Condensed Microphone 9.95
SD202: Full Range Speakers, 120W 24.95
SD322: Sub-Woofer 44.95
SD688: Deluxe 3D Surround, 360W 54.95
SD880: Amplified Stereo Speakers, 200W .... *(29.95)
SD980: 3-Way Speakers, 180W ..... *(39.95)
SP2: Supreme Sound Speakers w. KC1 ..... 19.99

Reseller CALL for wholesale prices!

2. CASES



#1: Baby AT w. 230W Power 43
#2: Baby Tower w. 230W Power 35
#3: IWG500 Mid Tower w. 230W 65
#4: Mid Tower w. 250W Power 45
#5: CF-8502A Mid Tower w. 250W, Open Side 69
#6: GT212 Mid Tower, 250W, Open Side, 2 fans, White . 105
#7: GT210 Mid Tower, 250W, Open Side, 2 fans, Black .. 109
#8: Full Tower w. 250W, 2 fans 85
#9: CF-8501S Full Tower w. 250W, Open Side 89
#10: KS-A5561 Full Tower, 250W, Slide Open, 2 fans ... 115
#11: Full Tower, 300W, with Wheels 149
#12: GT312 Full Tower, 300W, Open Side, 2 fans,
8 Bay Slots, PS/2 power, White 155
#13: GT300 Full Tower, 300W, Open Side, 2 fans, Black . 165
#14: Mini Tower w. 250W Power 49
#15: Mid Tower w. IDE Mobile Rack 69
#16: 701D Mini Tower w/ 230 Watt 39
#17: 668A Full Tower w. 250W 85
#18: 668B Mid Tower w. 250W 65
#19: 668C Mini Tower w. 230W 45
#20: Mini Tower w. 230W 49
#A1: ATX CF-8502A Mid Tower, 235W, Open Side . 85
#A2: ATX mini-mid Tower w. 230W 89
#A3: ATX AT-601B Mid Tower w. 235W 89
#A4: ATX-T5 Mid Tower w. 235W, Slide Open 89
#A5: ATX CF-8501S Full Tower, 235W, Open Side . 109
#A6: ATX GT-232XC Mid Tower w. 235W 125
#A7: ATX GT-312 Full Tower w. 235W 159
#A8: ATX PC-268A Desktop w. 235W 79
#A9 ATX PC-968A Mid Tower w. 235W 79
#A10 ATX PC-768A Full Tower w. 250W 105
#A12: ATX 668B Mid Tower w. 230W 85
#A13: ATX 668A Full Tower w. 250W 105

HDD EXTERNAL CASING:

3.5" HD External Casing 52
5.25" or CD Rom External Casing 55
1 half ht, 3.5" parallel 67
1 half ht, 50W, SCSI-2 / Wide-SCSI 79/85
2 half ht or 1 full ht for PC, 80W, w. SCSI cable 82
2 half ht or 1 full ht for PC, 80W, SCSI-2 / SCSI-3 .. 105/109
4 half ht or 2 full ht, 200W, w. cable 109
4 half ht or 2 full ht, 200W, SCSI-3 w. cable 139
7 half ht or 3 Full, SCSI / SCSI-3 ..... 169/209
8 half ht or 4 full ht, 250W, / SCSI-3 ..... 209/259
MAP-431-1 1 half ht 50W, Wide-SCSI, 2 fans 92
PD-250 Para Disk, 2.5", IDE Kit, carrying bag 57

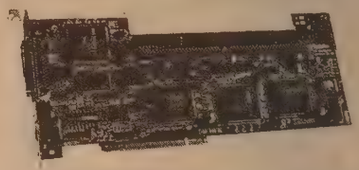
ANTEC
KS-011+RPP3002: 19 Bay Server (9 front,10 int. bay)
300W,Hot-Swap + Redundant P/S, 2 Cooling Fan . 599
KS-011+RPT600: 19 Bay File Server (9 front,10 int. bay)
300W Redundant Vertical AT P/S, 2 Cooling Fan .. 479

OTHERS
19" Indsutrial Rackmount Chassis 255
19" Industrial Rackmount Chassis for ATX, 250W . 339

3. CONTROLLERS

adaptec
2940 SCSI PCI w. Kit oem 189
2940U SCSI PCI w. Kit oem / reg 205/249
2940UW Ultra Wide-SCSI PCI w. Kit oem/reg 245/289
AHA3940U PCI Multi-Channel SCSI 399
AHA3940UW Ultra-Wide w. Kit 479
APA1460 Slim PCMCIA SCSI 165
ASW-EZ SCSI 3.1 for Dos & Windows 59
ASW-EZ SCSI 4.0 for Win'95 69

ADVANSYS
ABP5140 SCSI-2 ISA 8Mb/s 115
ABP930 Ultra SCSI PCI 20Mb/s 135

initio
I/O BAHN
INI-9520U & INI-9520UW
NEW! Introductory Offer...

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INI-9520UW: $375.
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(reg. $119)
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ASUS
AS300UW SCSI & 16-bit audio adapter 215
SC200 SCSI-2 PCI (w. NCR chips) 79

COREL
Corel SCSI Software v2.5 85

DIAMOND
FirePort 40 UltraSCSI PCI 159

KOUWELL
KW557A IDE/ 1.44/ 2S (FIFD)/ ECP/ 1G 25

LDP (Lomas Data)
Fast PCI SCSI-2 10Mb/s ..... *(115)
Fast PCI 20, Ultra Wide SCSI, 40Mb/s 215

NEW MEDIA
Basic SCSI DB25 PCMCIA 99
Bustoaster SCSI-2 PCMCIA 165

SIIG (5 yr. warranty)
CN2419 EIDE 4HD/ 2FD 16 bit ISA 59
CN2420 EIDE 4HD 16 bit ISA 39
CN2424 EIDE 4HD/ 2FD/ 2S 1P 1G/ 16550 & IEEE1284 .. 79

OTHERS
NEC 2930 SCSI 169
PROMISE EIDE 2300 Plus IDE/ 4HD/ 2S 1P/ 16550 . 59
WD Fast SCSI-2 PCI, 10Mb/s 79

4. CPUs

AMD
AMD-K5-133 85
AMD-K5-166 105
AMD-K6-166 159
AMD-K6-200 229
AMD-K6-233 349

CYRIX (w. fan)
6x86L-P166+ (2.8V), boxed version 89
6x86L-P200+ (2.8V), boxed version 99
6x86MX-166 / boxed version 119/139
6x86MX-200 / boxed version 169/189

intel.
486 DX4-100 49
MMX-166Mhz Pentium® 159
MMX-200Mhz Pentium® 269
MMX-233Mhz Pentium® 409
MMX-166Mhz Pentium® (3 yr. warranty) 175
MMX-200Mhz Pentium® (3 yr. warranty) 299
MMX-233Mhz Pentium® (3 yr. warranty) 435
P54C-133Mhz Pentium® 115
P54C-150Mhz Pentium® 109
P54C-166Mhz Pentium® 149
P54C-200Mhz Pentium® 219
133Mhz Pentium® w. fan (3 yr. warranty) 117
150Mhz Pentium® w. fan (3 yr. warranty) 119
166Mhz Pentium® w. fan (3 yr. warranty) ..... *(165)
Pentium® II 233Mhz w. fan 589
Pentium® II 233Mhz (3 yr warranty) 595
Pentium® II 266Mhz w. fan 749
Pentium® II 266Mhz (3 yr warranty) 755
Pentium® II 300Mhz (3 yr warranty) 995
Pentium® Pro 180Mhz w. fan & 256k 239
Pentium® Pro 180Mhz w. fan (3 yr. warranty) 439
Pentium® Pro 200Mhz w. fan & 256k 529
Pentium® Pro 200Mhz w. fan, 256k, 3 yr warranty ... *(535)

OverDrive®:
Pentium® 83Mhz (fr 486-33 or DX2-66) 199
Pentium® 133Mhz (fr P-60 / 66) 199
Pentium® 150MMX (fr P-75 / 90) 335
Pentium® 166MMX (fr P-100) 365

OTHERS
Cooling Fan for 486 CPU 4.95
Cooling Fan for Pentium® processor 6.95

5. DIGITIZERS

SUMMASKETCH (Calcomp)
III 12 x 12, 4 or 16 button cursor / stylus ..... *(249)
III 12 x 18, 4 button cursor ..... *(395)
- 2 button stylus for III 89

WACOM
Art Pad II 4x5, w. Erasing Ultra Pen for PC 135
- w. Fractal Dabbler 155
Art Pad II 4x5, for MAC 139
Art Z II 6x8, w. Erasing Ultra Pen for PC ..... *(299)
- for MAC 309
Art Z II 6x8, w. Fractal Expression 365
Art Z II 12x12, w. Erasing Ultra Pen for PC 415

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ArtZ II 12x12 for MAC 429
Art Z II 12x12, w. Fractal Expression 479
Art Z II 12x18, w. Erasing Ultra Pen for PC 685
UC-520 4-button Puck 45
UP-201 Pressure Stylus 49.95
UP-701E Erasing Ultra Pen 64.95
UP-801E Erasing Ultra Pen 69.95

6. DRIVES

One Year Warranty on All Disk Drives

FLOPPY DRIVE :

O.R. Technology
120MB 3.5" 149

TEAC
1.44MB 3.5" / w. frame 27/31

HARD DRIVE :

FUJITSU
M1636TAU 1.2GB 10ms 128k, 5400rpm, IDE 135
M1623TAU 1.7GB 10ms 128k, 5400rpm, IDE 149
M3026AT 2.6GB 10ms 128k IDE DMA 179
M3035AT 3.5GB 10ms 128k IDE DMA 219
M3052AT 5.2GB 10ms 128k IDE DMA 325
M2954QAU 4GB 8ms Wide-SCSI 595
M2954QYS 4GB 8ms 512k Ultra-Wide-SCSI 629
M2954SYU 4GB 8ms 512k, 7200rpm, SCSI-2 545
M2949QYS 9GB 10ms 512k Ultra-Wide-SCSI 1095
*M2949SYU 9GB 10ms 512k SCSI ..... *(1045)*

IBM
DCAS-32160 2GB 8.5ms Ultra-Wide SCSI, 5400rpm 299
DCAS-34330 4.3GB 8.5ms Ultra-Wide SCSI, 5400rpm 419

KINGSTON
PCMCIA 260MB IDE, type III 375
PCMCIA 340MB IDE, type III 445

Quantum

SALE (limit 1 per customer, while supplies last)
QM32160STS 2GB 10ms128k SCSI-2 229

ST32160A DMA 2GB 10ms 128k IDE 189
QM33240ST-A DMA 3.2GB 10ms 128k IDE 229
QM34320ST-A DMA 4GB 10ms 128k IDE 279
QM36480ST-A 6.4GB 10ms 128k, 5400rpm, IDE 379
Atlas-2 2275S 2.1GB Ultra-Wide SCSI 359
QM33240ST-S 3.2GB 10ms 128k Ultra-SCSI 315
QM34320ST-S 4.3GB 10ms 128k Ultra-SCSI 369
Atlas-2 45500S 4.3GB 8ms 512k Ultra SCSI 619
Atlas-2 4550W 4.3GB 8ms 512k Ultra-Wide-SCSI 629

Seagate
ST-31277A 1.2GB 12ms 64k, 4500rpm, IDE 135
ST-32120A 2.1GB 12.5ms 128k IDE 179

*** 5 Year Warranty for below drives ***
ST-32272N 2.2 GBUltra SCSI 9ms 409
ST-32272W 2.2 GB Ultra Wide SCSI 9ms 439
ST-34501W 4.5GB UW-SCSI, 10,000rpm 799
ST-34572N 4.5GB Ultra SCSI 9ms 645
ST-34572W 4.5GB Ultra Wide SCSI 9ms 665
ST-19171N 9GB Ultra SCSI 1075
ST-19171W 9GB Ultra-Wide SCSI 1099

TOSHIBA (notebook drive)
PCMCIA 262MB IDE 425
MK1401MAV 1.4GB IDE 2.5" 199
MK2103MAV 2GB 13ms 128k IDE 2.5" 269

WESTERN DIGITAL

SALE (limit 1 per customer, while supplies last)
WD-33200 3.2GB 12ms 128k IDE 219

WD-21600 1.6GB 10ms 128k IDE 165
WD-22100 2.1GB 12ms 128k IDE 189
WDC-AC34000 4GB IDE 279
WDC-AC35100 5.1GB IDE 379
WDC-E2170 2.17GB Ultra SCSI 399
WDC-E2170 2.17GB Ultra-Wide SCSI 429
WDC-E4360 4.3GB Ultra SCSI 619
WDC-E4360 4.3GB Ultra-Wide SCSI 639

OTHERS
Descartes PCMCIA Card Reader /Writer for PC 99
Mounting Frame for 3.5" Hard / Floppy Drive 4/4
Removable Case for 3.5" HD IDE 23
Removable Case for 3.5" HD IDE Metal 29
Removable Case for HDD SCSI 25

REMOVABLE DRIVE :

IOMEGA
Jaz Drive 1GB SCSI Int / Ext 275/369
Jaz Disk 1GB / 3 pack / 5 Pack 89/260/430
Jaz Traveller 45
Zip Drive 100MB IDE oem 109
Zip Drive 100MB SCSI Int / Ext 145/145
Zip Drive 100MB Parallel 145
Zip Disk 100MB : Single / 3-Pack 16.50/45
Zip Disk 100MB : 6-Pack / 10-Pack 89/145
Zip Zoom SCSI Accelerator Card (for Ext.) 46

SYQUEST
SyJet 1.5GB IDE Int 289
SyJet 1.5GB Parallel 379
SyJet 1.5GB SCSI Int / Ext 289/379
1.5GB Cartridge 99

7. I/O CARDS

KOUWELL
KW508-E Single Parallel Port 12
KW524J-1 2S /2P w. 16550 chips 27

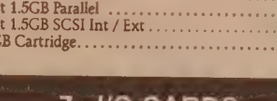
QUICKPATH
FlexPort 42: 4 Serial / 2 Parallel (Bi - Dir), 16550 99
FlexPort 22EX: 2 Serial / 2 Parallel / 16650 99
PortFolio 550E: 13 Port Multi-I/O, 4 Serial/ 4 FDD/ 2 Parallel/ 2 IDE/ 1G 125

SIIG
Cyberpro 2S Highspeed w. 16650 chips 55
Cyberpro 4S Highspeed w. 16650 chips 89
IO1809 2S/1P w. 16550 chips 39
IIEEE 1284 EPP/ ECP/ Parallel Port 32

SOCKET COMMUNICATIONS
PCMCIA Serial I&O 16550 149
PCMCIA Dual Serial I&O 215

STB 4-COM
4 Serial, 16 bit, 16550, support Com 1-8, IRQ 99

8. KEYBOARDS



FOCUS
FK2001 104 for Win'95 32
FK7200 101 Trackball 32
FK8200 124 Key w. calculator 44
FX9200W 124 Key w. Trackball & calculator 48

KEYTRONIC
104 Key: White / Black ..... *(29)/45
104 Key PS/2 ..... 29.50
104 Key PS/2&AT Combo 32
LT Touch Pad 85
Wireless IR Trackball / Classic 104 ..... 79/65
Wireless IR Touchpad 82

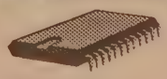
MICROSOFT
Natural Keyboard oem 55

QTRONIX
Scorpius 104+ for Win'95: White / Black 23/24
Scorpius 105 / w. Trackball 32/49

SIIG
Minitouch 81-key Click 45
Supertouch 101 Click 53
W104 (for Win'95) / Wintouch 104 ..... 29/39

OTHERS
Antec 104: White / Black 21.50/39
BTC 5100 Key Mini (80-key) 35
EZ Key Natural Keyboard 33
Maxi 101 33
Mitsumi 104 Model-ZW 16.50

9. MEMORY



DIMM
4 x 72 - 60ns, 168-pin (32MB) 199
8 x 72 - 60ns, 168-pin (64MB) 389
16 x 72 - 60ns, 168-pin (128MB) 639
Unbuffer SDRAM 2 x 64 - 10ns 79
Unbuffer SDRAM 4 x 64 - 10ns 139
Unbuffer SDRAM 8 x 64 - 10ns 339

SIMM
4 x 9 - 60ns (4MB) 25
1 x 36 - 60ns (4MB, 72-pin) 35
2 x 36 - 60ns (8MB, 72-pin) 59
4 x 36 - 60ns (16MB, 72-pin) 79
8 x 36 - 60ns (32MB, 72-pin) 149
16 x 36 - 60ns (64MB, 72-pin) 299
EDO 1 x 32 - 60ns (4MB) 18
EDO 2 x 32 - 60ns (8MB) 35
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Non Parity : 2 x 32 - 60ns 35
Non Parity : 4 x 32 - 60ns 55
Non Parity : 8 x 32 - 60ns 109
Non Parity : 16 x 32 - 60ns 269

NOTEBOOK MEMORY (3rd party)
for AcerNote 374, Nuovo 971/ 972
- 8MB / 16MB / 32MB 95/145/499
for AST Ascentia 950N
- 8MB / 16MB 115/165
for AST Ascentia J30 / J50
- 8MB / 16MB / 32MB 85/139/258
for AST Ascentia P30/ P50
- 8MB / 16MB 115/175
for Compaq Armada 4120 / 4130
- 8MB / 16MB / 32MB 95/155/269
for Compaq Contura 410 / 420 / 430
- 4MB / 8MB / 16MB 75/99/155
for DEC HiNote 433 / 450 / 475
- 4MB / 8MB / 16MB 59/89/145
for HP Omnibook 5000 / 5500
- 8MB / 16MB / 32MB 109/165/285
for IBM Thinkpad 365X / 560 / 760EX/ ED/ EL
- 8MB / 16MB / 32MB 89/155/525
for NEC Versa 6030X / H
- 8MB / 16MB / 32MB 105/165/295
for Panasonic CF-62EX / 25EX
- 8MB / 16MB / 32MB 95/145/499
for Toshiba T1900 / T4500 / T200CS
- 4MB / 8MB / 16MB 89/109/165
for Toshiba T2100 Series
-4MB/8MB/16MB/24MB 65/89/135/195
for Toshiba Portege 610CT
- 8MB / 16MB / 32MB 89/130/249
for Toshiba Portege 650/ 660CDT
- 8MB/ 16MB / 32MB 75/120/230
for Toshiba Tecra 700 - 32MB ..... **(235)*
for Toshiba Tecra 710/ 720/ 730CDT
- 8MB / 16MB / 32MB 89/130/249
for Toshiba Satellite 430CDS/CDT / 100 / 200CDS/CDT - 8MB / 16MB / 32MB 89/130/249

PCMCIA Flash RAM Card
4MB / 8MB /10MB /16MB / 20MB 125/165/179/225/259

OTHERS
Memory for Laser Printer upgrades ..... Call

10. MODEMS & FAX

APOLLO
PCMCIA 33.6 w. AT&T chipset 105

BOCA

SALE (5-in-1 multimedia)
SE14SRS 14.4 Sound Expression Int 79
SE34SRS 28.8 Sound Expression Int 129

DIAMOND
Supra Express 33.6 Fax PNP Int oem 65
Supra Express 33.6 Fax PNP Int / Ext 79/95
Supra Express 56k Fax PNP Int / Ext 139/155
SupraNet Commander ISDN ..... **(209)*

HAYES (Prac. Peripherals)
Accura 33.6 Fax Int / Ext 125/159
Optima 33.6 v.34 Fax Int 239
Optima 288 v.34 PCMCIA w. EZ jack ..... **(145)*
PC288HC 28.8 v.34 Fax, 230K DTE Int ..... **(219)*
PC288MT 28.8 v.34 Fax Ext. ..... **(199)*
PM288HC 28.8 v.34 Int ..... **(85)*
PM336HC 33.6 Int 99
PM336MT 33.6 Ext 119

JATON
Explorer 56k X2 Technology w. Voice Int. 99

MEGAHERTZ
XJ1336 PCMCIA 33.6 Flash upgradable ..... **(209)*
XJ1560 PCMCIA 56k 224
XJ4288M PCMCIA Fax, cellular w. Motorola cable 249
XJ4336 Cellular Capable 33.6 225
XJ5560 Cellular Capable 56k PCMCIA ..... **(249)*

MICROCOM
Deskporte 28.8S V.34 Fax Ext ..... **(115)*
Deskporte 28.8P V.34 Ext Parallel ..... **(165)*
Officeporte 33.6 Voice ASVD Ext 155

MOTOROLA

SALE
BitSerfer ISA ISDN (#1750) ..... *(245)
BitSerfer TA210 ISDN Ext ..... *(249)
BitSerfer Pro ISA ISDN Int (#1994) ..... *(298)
BitSerfer Pro ISDN Easy Ext ..... *(285)
BitSerfer Pro ISDN Multilink PPP Ext ..... *(299)
Mobile Serfer 56k PCMCIA 169
Modem Serfer 33.6 Int / Ext 119/135
Modem Serfer 56k Int / Ext 142/159
Montana PCMCIA 33.6 ..... *(179)
Montana 33.6 w. cellular cable ..... *(199)
NT1D Network Terminator 165
Online Serfer 28.8 Fax Int / Ext ..... *(95/99)
Premier 33.6 Modem Int / Ext ..... *(179/199)
Voice Serfer 33.6 Int / Ext 149/165

SIMPLE TECHNOLOGY
Communicator 56k PCMCIA w. Voice & Cellular Cap 199

US Robotics

SALE
Courier I-Modem #U with Analog Int / Ext 239/285
Courier I-Modem #2 v.34 w. NT1 Int / Ext 259/335
Courier I-Modem #3 v.34 Int / Ext ..... **(199/265)*
Courier V. Everything 56k Int / Ext ..... **(215/255)*
Sportster ISDN 128k Int 215
Sportster 28.8 Win Modem Int 95
Sportster v.34 33.6 Fax Int oem / reg. ..... **(89/115)*
Sportster v.34 33.6 Fax Ext ..... **(139)*
Sportster v.34 33.6 Fax for MAC 215
Sportster v.34 33.6 Fax/ Voice / Speaker Phone Int oem 109
Sportster v.34 33.6 Fax/ Voice / Speaker Phone Int reg 139
Sportster v.34 33.6 Fax/ Voice Mail/ Speaker Phone Ext 159
Sportster 56K Int / Ext 165/185
Sportster 56k w. Voice Int / Ext 195/215
Total Control Modem: Pool/8 2150
Total Control Modem: Pool/16 4250

WISECOM

SALE (5 yr warranty)
WS-3314 33.6 Data Fax/ Voice Int 59
WS-5614 56k Data Fax/ Voice Int 97
WDA-5614 X2 56k Data Fax/ Voice Int 99

XIRCOM
CM-28 28.8 Fax PCMCIA ..... **(149)*
CM-33 33.6 Fax PCMCIA 185
CM-56G 56k PCMCIA Global Access ..... **(199)*

" Great Store. Great Site."
-- Phil Holmes, Freedom

" I like your on-line catalog. It's always current!"
-- Rich Pasco, San Jose

"This is a great site for a terrific store. I look forward to coming in again & again."
-- Tony Le, San Jose

**(price) ..... SPECIALS , while supplies last*

http://www.centralcomputer.com for current prices & catalog

11. MONITORS

Monitors on display at our stores

ACER
78iE 17" 1600 x 1200 .26 NI ..... *(525)

ARTMEDIA (Sony oem)
TX1664 15" 1280 x 1024 .25 NI ..... *(309)
TN1885 17" 1600 x 1280 .25 NI 769
TX1864 17" 1280 x 1024 .25 NI 599
GT960T 20" 1600 x 1200 .25 NI 1489
TN2185T 20" 1600 x 1200 .30 NI 1285

DIGIVIEW
HR-1708 17" 1280 x 1024 .28 NI 445

HITACHI SuperScan
CM500U 15" Flat 1280 x 1024 .28 NI, 65hz ... *(289)
CM620U 17" Flat 1280 x 1024 .28 NI 545
CM630U 17" Flat 1600 x 1200 .28 NI 675
CM751 19" 1600 x 1200 .26 NI, 75hz 1019
CM2011M 20" 1600 x 1200 .28 NI 1165
CM800U 21" 1600 x 1200 .22 NI 1389
CM802U 21" 1600 x 1200 .22 NI 1639
CM803U 21" 1800 x 1440 .22 NI, 77hz 1675

IBM (touch screen)
G41T 14" Touch Monitor .28 895
G50T 15" Touch Monitor .28 985
G70 17" 1280 x 1024 .28, 60hz, FST 785
G70T 17" Touch Monitor .28 1465
P70 17" 1600 x 1200 .26, 60hz 995
G200 20" 1600 x 1200 .28, 60hz 1385
P200 20" 1600 x 1280 .31, 60hz 1785
P201 20" 1600 x 1200 .26mm, 85hz 2445

IIYAMA
SALE *(3 yr warranty)*
MF-8515G 15" 1280 x 1024 .28 NI 299
MF-8617E 17" 1600 x 1200 .26, 69hz, NI .. 535
MT-9017E 17" 1600 x 1200 .25, 72hz, NI .. 625
MF-8221E 21" 1600 x 1280 .22, 76hz, NI . 1285
MF-8721 21" 1800 x 1440 .22 NI, 74hz ... 1395
MT-9021E 21" 1600 x 1280 .30, 76hz, NI . 1269
MT-9221E 21" 1800 x 1440 .28 NI, 74hz . 1465

IMPRESSION
3 Plus 14" 1024 x 768 .28 NI 179
5 Plus 15" 1280 x 1024 .28 NI 239
7 Plus 17" 1280 x 1024 .28 NI 465
Vienna Pro 17" 1600 x 1280 .25 NI 649

KFC
CA1515DS 15" Flat 1280 x 1024 .28 ..... *(225)

KOMODO (2 yr warranty)
H51 15" 1280 x 1024 .28 NI, Digital ..... *(215)
H73 17" 1280 x 1024 .28 NI, Digital 415

MAG
DX15T 15" 1280 x 1024 .26 NI ..... *(359)
DJ700 17" 1280 x 1024 .26 NI 579
DJ702 17" 1280 x 1024 .26 NI ..... *(569)
DX700T 17" 1280 x 1024 .25 635

MAXTECH (GVC, 3 yr warranty)
XT-7800 17" 1280 x 1024 .28 NI 459

NANAO
FX-C5 17" 1280 x 1024 .26 NI ..... *(665)
FX-C6 17" 1280 x 1024 .26 NI ..... *(749)
TX-C7S 17" 1600 x 1200 .25, Trinitron 999
TX-D7S 20" 1600 x 1280 .30 NI 1675
FXE8 21" 1600 x 1280 .26 NI 2245

NEC
A500 15" 1280 x 768 .28 NI 345
A700 17" 1280x1024 .28 NI 629
E500 15" 1280x1024 .25 NI 375
E700 17" 1600 x 1280 .25 NI 689
M500 15" 1280 x 1024 .25 NI 389
M700 1280 x 1024 .25 NI ..... *(759)
P750 17" 1600 x 1200 .25 859
E1100 21" 1600 x 1200 .28 NI ..... *(1299)
P1150 21" 1600 x 1200 .25, 75Hz ..... *(1499)
XM3750 37" 1024 x 768 Multimedia Monitor 5475
XP3778 37" 1280 x 1024 Data Monitor 7795

NOKIA
447L 17" 1024 x 768 .28 NI ..... *(599)
447XAV 17" 1600 x 1280 .25 NI 985
447Xi 17" 1600 x 1280 .25 NI ..... *(795)
445XAV 21" 1600 x 1280 .26 NI 1845
445Xi 21" 1600 x 1200 .26 NI, TCO95 ..... *(1539)

OPTIQUEST
V655 15" 1280 x 1024 .28 NI, Digital 329
V775 17" 1600 x 1200 .26 NI 625
V95 19" 1600 x 1280 .26 NI 859
2082DC 20" 1600 x 1200 .28 1199

PANASONIC
P17 Pro 17" 1600 x 1280 .25 NI ..... *(715)
PM17 17" 1280 x 1024, Multimedia ..... *(619)
S17 17" 1024 x 768 .27 579
E21 21" 1600 x 1280 .25 NI, 67hz 1385
P21 Pro 21" 1800 x 1440 .25 NI, 74hz ..... *(1675)
S21 21" 1600 x 1280 .25 NI, 72hz 1495

PRINCETON
EO70 17" 1280 x 1024 .28 NI 525
EO75 17" 1600 x 1280 .26 NI 619
E090 19" 1600 x 1200 .26 NI 859
Ultra 17+ 17" 1600 x 1280 .8 NI 579

SAMSUNG
17GLSi 17" 1600 x 1280 .26 NI, TCO92 699

SCEPTRE (3 yr warranty)
P401 14" 1024 x 768 .28 NI, Digital 175
P511 15" 1280 x 1024 .28 NI, Digital 219
P73 17" 1280 x 1024 .28 NI, Digital 419
P73A 17" 1280 x 1024 .26 NI, Digital 465
P73B 17" 1280 x 1024 .26 NI, Digital, Black 479
P75A 17" 1600 x 1200 .26 NI, Digital 525

LCD PANEL: (1 yr warranty)
CD-1111S 11.3" DSTN, 800 x 600, 64k color 875
CD-1112T 12.1" TFT, 800 x 600, 256k color 1725
FT15 15" TFT LCD 1024x758 Color 2499

SHAMROCK
SRC-1407 14" 1024 x 768 .28 NI, Digital 179
SRC-1502L 15" 1280 x 1024 .28 NI, Digital 225
SRC-703LD 17" 1280 x 1024 .28 NI, Digital 459
SRC-705 17" 1600 x 1280 .26 NI, Digital 485

SONY
CPD-100SF 15" 1280 x 1024 .25, 60hz ..... *(359)
CPD-100SX 15" 1280 x 1024 .25, 60hz 345
17SEII 17" 1600 x 12000 .25 NI, plug & play .. *(869)
CPD-200SF 17" 1280 x 1024 .25 NI, 75hz 699
CPD-200SX 17" 1280 x 1024 .25 NI, 60hz, PNP 629
20SEII 20" 1600 x 1200 .25 NI 1735
CPD-300SFT 20" 1280 x 1024 .30, 80hz ..... *(1299)

TVS
9" 1024 x 768 VGA Mono 119

ViewSonic
E641 14" 1024 x 768 .28 NI 219
E655 15" 1024 x 768 .28 NI 295
15GA 15" 1280 x 1024 .28 NI, built-in speakers . *(375)
15GS 15" 1024 x 768 .28 NI 339
17EA 17" 1280 x 1024 .28 NI, plug & play 565
17GA 17" 1280 x 1024 .27 NI, plug & play .... *(625)
17PS 17" 1600 x 1280 .25 NI, PnP, TCO ..... *(645)
G771 17" 1280 x 1024 .27 NI 535
GT770 17" 1280 x 1024 .25 645
P775 17" 1600 x 1280 .25 NI 699
PT770 17" 1600 x 1280 .25 ..... *(689)
PT775 17" 1600 x 1280 .25, Sonictron 799
G800 20" 1600 x 1280 .28 NI ..... *(1035)
GT800 20" 1600 x 1280 .30, Sonictron 1129
G810 21" 1600 x 1280 .30 ..... *(1349)
P810 21" 1600 x 1280 .25 ..... *(1295)
P815 21" 1800 x 1440 .25 NI ..... *(1435)
PT813 21" 1600 x 1280 ..... *(1389)
29GA 29" 1280 x 1024 .75 stripe pitch ..... *(2195)

WYSE
WY-15E 15" 1280 x 1024 .28 NI 399
WY-17E 17" 1280 x 1024 .28 NI 645
WY-17PS 17" 1280 x 1024 .25 NI 825
WY-55 Terminal 14" Amber/ Green/ White .... 275 ea.
WY-60 Termianl 14" Amber/ Green/ White .... 359 ea.
WY-65 Terminal 14" Amber/ Green/ White .... 345 ea.

ACCESSORIES :
VGA Monitor Splitter : 4 Port / 8 Port 155/195
VGA, Keyboard Switch : 4 Way 19.95
VGA, Keyboard & Mouse Switch : 2 Way 24.95
VGA, Keyboard & Mouse Switch : 4 Way 34.95

12. MOTHERBOARDS

ASUS (w/o cpu)
P2L97 ATX 440LX chipset 265
P2L97S ATX 440LX chipset, w. SCSI 355
P2L97DS ATX 440LX, dual, w. SCSI 499
P55T2P4 586-200, PCI, 512k, Burst SRAM 155
P6NP5 Pro 200Mhz, w. IDE I/O & 440FX chipset .. 249
P65UP5 Pro 200Mhz, dual Pentium® slots 545
TX97 512k,, TX chipset, w. Dimm socket 169
TX97E 512k, TX chipset, 4 Simm/ 2 Dimm 177
TX97XE ATX 4Simm/2Dimm 512k / w. Sound 179/209
TXP4 512k, TX chipset 159
XP55T2P4 586-200, PCI, ATX, 512k Burst SRAM .. 159

DFI (w/o cpu)
G586IPV P-200, 4PCI, 3ISA 256k 139
G586IPC P-200, ECC & Parity supported 175
G586VPS Pro-200Mhz, 256k, 4PCI, 4ISA 179

FIC (w/o cpu)
PA-2007 586-200, 1MB Via, AT, IDE, I/O 135
PA-2011 586-200, 512k Via, ATX 135
PT-2006 586-200, 512k, T3, IDE I/O 109
PT-2007 586-200 512k TX, AT, IDE I/O 125
PT-2011 586-200, 512k, TX, ATX, IDE I/O 139
PT-2200 586-200, 512k, T2, IDE I/O 115

intel. (w/o cpu)
AN430TX ATX, 512k w. Sound 195
AN430TX ATX 512k w. Sound, 2MB SVGA 235
LT430TX ATX 512k IDE I/O 179
Portland Pentium® II 440FX / w. audio 255/285
PR440FX dual Pentium® Pro slots 499

J-BOND (w/o cpu)
PCI500C-G2: P-200, 4PCI, EIDE, 430HX, 512k 119
- w. AHA-2940UW SCSI on board, 512k 235
PCI500C-H2: P-200, 256k, EIDE, 430VX,
w. AHA-2940 SCSI on board, 256k 159
PCI500C-H4: Pentium® II 266Mhz, 512k, VX (support Intel, K5, K6, Cyrix CPU) 105
PCI500C-J: P-300 CPU Alarm, ATX 129
-w. AHA-2940UW SCSI on board 259
PCI600A: Pro-200, 4PCI, IRDA, 440FX, ATX 199
- w. AHA-2940UW SCSI on board 345

M-TECH (w/o cpu)
486-DX4-133 256k PCI, 30-pin & 72-pin 109
Mustang-R534 586-200Mhz, 512k, w. IDE I/O 139
R539 512k, TX chipset, 4 Simm / 2 Dimm, EIDE ... 135
R543 Cyrix Media GX, 150Mhz, VGA/ Audio 195
R557 512k, TX chipset, ATX, 4 Simm / 2 Dimm ... 149
R653 Pentium® II 440FX, ATX, EIDE I/O 209

SUPERMICRO USA (w/o cpu)
P5MMA ATX, 512k, TX chipset 152
P5MMS 512k, TX chipset 145
P5MMA 98 ATX w. 512K TX chipset 177
P5MMS 98 w. 512k TX chipset 175
P6DNE Pro 200Mhz, dual Pentium® slots 315
P6DNF Pro 200Mhz, dual Pentium® slots, w. IDE I/O & 440FX chipset ..... *(339)
P6DNH Pro 200Mhz, dual Pentium® slots, w. IDE I/O & 440FX chipset 619
P6DKF Dual Pentium® II 440FX, IDE I/O 359
P6DLS Dual Pentium®II, 440LX, SCSI 499
P6SAS Pro 200Mhz, 2940UW, ATX 299
P6SKE-II Pentium® II 440FX, ATX, EIDE I/O 225
P6SKS Pentium® II 440FX, ATX, SCSI & EIDE 335
P6SNE-II Pentium II 440FX IDE, I/O 225
P6SNS Pro 200Mhz, w. 2940UW 299

TYAN (w/o cpu)
1564D Tomcat IV, 512k 430HX 209
1564S Tomcat IV, 512k, 430HX 169
1571S w. 512k, 430TX chipset 149
1573S w. 512k, 430TX chipset, ATX 147
1662D Titan Pro-200, dual, 440FX 319
1680S Pentium® II 512k, ATX 229
1686D Dual Pentium II, 440FX ..... *(329)
1686S Pentium II 440FX ATX 239
PS/2 Mouse Connector 6
Riser Card for Tahoe PII 59

13. MOUSES & JOYSTICKS

KENSINGTON
Expert Bus 5.0 115
Expert Serial & Trackball 5.0 ..... *(89)
Mouse in a Box ..... *(26.95)
Orbit Trackball ..... *(49)
Thinking Mouse (Serial & PS/2) ..... *(55)

LOGITECH
Cordless Mouseman Pro 75
Mouseman 96 52
Mouseman Bus 64
Mouseman Sensa 29
Serial Combo PC & PS/2 oem / reg 29/45
Trackman Live Cordless 125
Trackman Marble for Win'95 oem / reg 59/82

Microsoft
Bus 2.0 400dpi w. Bus Card oem / 5-Pack 65/325
Combo Mouse (Serial + PS/2) 49.95
Easyball w. Freddi Fish CD 49.95
Home Mouse Serial 29
IntelliMouse 3.0 for Win'95 ..... *(69)
- oem serial / oem PS/2 ..... 42/42
PS/2 2.0 (round connector) oem 35
Serial 2.0 400dpi oem 29

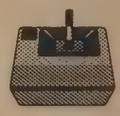
MOUSE SYSTEMS
Mouse! Serial w. Pad 19
Omni Mouse 26
PC Mouse III (3-button optical) 49.50
PC Trackball II 39.95
ProAgio (5-button serial) 39
Serial Bus Card (9IRQs) - 5 com. 29

NEC
2-button King Mouse 19.99

QTRONIX
Libra 90 Pro Trackball 35
Opto-Mechanical Mouse 7.50

OTHERS
AGILER ATB-610 Serial Trackball 19.95
AGILER Bus Mouse 23
ANCER 3-button Black 19
ANTEC Serial Mouse ..... *(6.95)
GENIUS Netmouse Serial / PS/2 ..... 19.95 ea.
GENIUS Netmouse Combo (serial + PS/2) 24.95

JOYSTICK :



C.H. PRODUCTS
Flight Stick Pro / Pro Pedals 53/79.95
Virtual Pilot / Pro (Yoke) 68/75

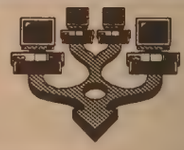
LOGITECH
Wingman Extreme oem / reg 39/47
Wingman Standard w. free CD ..... *(29)

MICROSOFT
Side Winder 1.0 29
Side Winder 3D Pro 46
Side Winder Game Pad 39

THRUSTMASTER
ACM Gamecard 29.95
F-16 FLCS 125
F-16 TQS 129
F22 Pro Flight Control (programmable) 139
Flight Control System MK II 65
Flight Control System Pro 108
Formula T2 119
Rudder Control 109
UPROM 29.95
Weapon Control MK II 109
Wizzard (pinball controller + Royal Flush CD) 39
XL Action / w. EF2000 game 28/33.95

OTHERS
Cobra (by Mouse Systems) ..... *(9.95)
Command Pad (by Quickshot) ..... *(5.99)
CyberFlight Joystick + Dark Forces 39
Cyclone 3D 43
Dexxa Control Pad w. CD games 18
Game Card (add-on) ..... *(7.95)
Game Gun + Crime Patrol 39
Gravis Eliminator Game Card 2 Port 19.99
Graivs Game Port Y Splitter ..... 9.95 ea.
PC Analog Pro Joystick 19.95
PC Gamepad Pro 29
Power Ramp (10-in-1 gamdpad) 49.95
Walt Disney Mouse Pad ..... 4.99 ea
- 101 Dalmations - Mickey Mouse
- Pocahontas - Timon & Pumbaa
- Toy Story - Winnie the Pooh
Warner Brothers Mouse Pad ..... 5.99 ea
- Bugs Bunny - Daffy Duck
- Homer Simpson - Marvin the Martian
- Tasmanian Devil
- Tweety & Sylvester - Wile E Coyote

14. NETWORKS



Government & Education Pricing
Please Call!

3Com Network Working Partners *Networking Partner*

3C250A FMS 100BaseTX Fast 12 Port HUB .. *(1165)
3C509B TPO oem ..... *(59)
3C509B-TPC (TP + BNC) oem / reg ..... *(79)/115
3C509B Combo / 5-Pack 119/499
3C515-TX Fast 10/100 ISA oem / reg 129/145
3C562D PC-Card Modem 33.6 + Lan TPO ... *(269)
3C562D PC-Card Modem 33.6 + Lan Combo .. *(299)
3C575TX 10/100 PC Card 155
3C589D PCMCIA TP / 5-Pack ..... *(139)/675
3C589D PCMCIA Combo / 5-Pack ..... *(179)/875
3C597-TX EISA 10/100 TP 239
3C862 Impact ISDN U-Interface w. NT1 Int .... *(195)

(price) ..... SPECIALS , while supplies last

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15. NOTEBOOKS / DESKTOPS / PALMTOPS

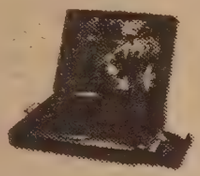
ACER

Extensa 670CD: P-166MMX, 16MB, 1.6GB, 10X CD, 12.1" DSTN 2850
Nuovo 972: P-133Mhz, 16MB, 1.3GB, 6X CD, 28.8 modem, 11.3" DSTN 2495
*Nuovo 975: (TM7060) P-166MMX, 32MB, 2GB, 10X CD, 33.6 modem, Li-Ion, 12.1" TFT ..... *(4295)*
TravelMate 7060: P-166MMX, 32MB, 2.1GB, 10X CD, 12.1" TFT 3895

AST

*Ascentia A60+: P-150, 16MB, 1.4GB, 10X CD, 33.6 modem, 12.1" TFT ..... *(2350)*
*Ascentia A70+: P-150MMX, 16MB, 1.4GB, 10X CD, 33.6 modem, 12.1" TFT ..... *(2560)*
*Ascentia P80: P-166MMX, 32MB, 3GB, 10X CD, 28.8 modem, 12.1" TFT ..... *(3650)*

CHEM USA



ChemBook 2600: 16MB, 1.4GB, 10X CD, Zoom Video Ready, Win'95, 12.1" DSTN,
- P133/ 166 ... 1795/1875
- P166MMX 1925
- P200MMX 2065

Upgrades:
- to 12.1" TFT .. add 500
- to Li-Ion Battery ..... add 100
- to 2GB Hard Drive ..... add 120

ChemBook 2700: P-233MMX, 32MB, 2.1GB, 10X CD, 33.6 modem, Win'95, 14" TFT 4150
ChemBook 6800: 16MB, 1.4GB, 11X CD, 12.1" DSTN, 3 PCMCIA,
- P133 / P150 / P166 ..... 1795/1825/1865
- P-166MMX / P-200MMX 1899/2045

Upgrades: (for 6800)
- to 12.1" TFT ..... add 500
- to Li-Ion Battery ..... add 100
- to 2GB HDD ..... add 120

Chembook 9750: 16MB, 2GB, 10X CD, 12.1" TFT, w. Lithium Battery,
- P166 / P200 ..... 2665/2765
- P-166MMX / P-200MMX 2785/2875

Upgrades: (for 9750)
- to 32MB RAM Built-in ..... add 120
- to 13.3" TFT (frm 12.1" TFT) ..... add 625
- to 16X CD-ROM Drive ..... add 50

DFI

6600: P150, 16MB, 1.4GB, 10X CD, Win'95, 12.1" DSTN carrying bag 1795
*8120: P-200MMX, 32MB, 2.4GB, 4X CD, Win'95, 33.6 modem, Li-Ion Battery, Video Capture, Targus Bag, 12.1" TFT ..... *(2950)*
8241: P-200MMX, 32MB, 2.1GB, 20X CD, Win'95, Li-Ion Battery, Targus Bag, 14.2" TFT 4250

FUJITSU

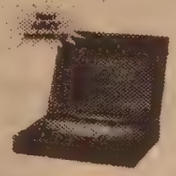
Lifebook 535TX: P-133MMX, 16MB, 2GB, 20X CD, 33.6 modem, 12.1" TFT 2660
Lifebook 555TX: P-150MMX, 16MB, 2GB, 10X CD, 33.6 modem, leather case, 12.1" TFT 2850
Lifebook 565TX: P-166MMX, 32MB, 2GB, 20X CD, 33.6 modem, 12.1" TFT 4100
Lifebook 655TX: P-150MMX, 16MB, 1.3GB, *33.6 modem, 12.1" TFT ..... *(3450)*

HITACHI

*MX-166T: P-166MMX, 16MB, 2.1GB, 8X CD, 33.6 modem, 10BT, 12.1" TFT ..... *(3445)*
VisionBook Elite: P-166MMX, 16MB, 2.1GB, 10X CD, 56k modem, 13.3" TFT 4450
VisionBook Pro: P-166MMX, 32MB, 2.1GB, 10X CD, 56k modem, 10BT, 12.1" TFT 4150

HP

LAPTOP: *Authorized Reseller*



Omnibook 800CS/100 (F1171A): 16MB, 772MB, 10" DSTN 2395
Omnibook 800CT/133 (F1175A): 16MB RAM, 1.3GB, 10.4" TFT .. 3195
Omnibook 800CT/ 166MMX (F1360A): 16MB, 2GB, 10.4" TFT ... 3795
*Omnibook 5500CTS/120 (F1324A): 16MB, 1.3GB, 16-bit Sound, 10.4" TFT ..... *(2295)*
Omnibook 5700CT/150MMX (F1352A): 16MB, 2GB, 12.1" TFT 3669
Omnibook 5700CT/166MMX (F1353A): 16MB, 2GB, 12.1" TFT 4135
Upgrades: 10X CD Rom (F1347A): for 2000 / 5500 /5700 299

PALMTOP:

200LX 80 column 4MB (F1216A) 545
320LX 4MB 640 x 240 (F1221A) 629
Accessories: (for 320LX)
- (F1218A) AC Adapter 29.99
- (F1223A) Synch Cable 16
- (F1224A) Spare Cradle 32
- (F1227A) Leather Case 68
- (F1225A) Stylus 12

IBM

TP560: P-133Mhz, 8MB, 2.1GB, 12.1" TFT 3795
*TP560: P-133, 8MB, 2.1GB, 11.3" DSTN, ($50 rebate) <ask for details>. ... *(1750)*
TP760EL: P-133, 16MB, 2.1GB, Win'95, 12.1" TFT 4645
TP760XD: P-166MMX, 32MB, 3GB, 8X CD, 28.8 modem, 12.1" TFT 4895
TP760XL: P-166MMX, 16MB, 2.1GB, 12.1" TFT 3899
TP765D: P-166MMX, 32MB, 3GB, 8X CD, 28.8 modem, 13.3" TFT 5650

SCEPTRE

S3900: 8MB, 1.3GB HDD, 11.3" DSTN, Win'95,
- P100 / P133 / P150 ..... 1355/1399/1555

S4000: 8MB, 1.3GB, 10X CD, 12.1" TFT, Win'95, Li-Ion,
- P100 / P133 / P150 ..... 2199/2299/2399

Upgrades: (for S3900 & S4000)
- to 2GB HDD ..... add 125
- w. 16MB built-in ..... add 75
- w. 32MB built-in ..... add 195

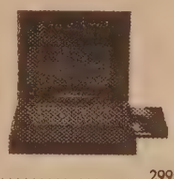
S4500: P-166MMX, 16MB, 12X CD, 33.6 modem, Li-Ion
- 11.3GB / 2GB HDD 2999/3065

TOSHIBA

*Portege 660CDT: P-150Mhz, 16MB, 1.35GB, 10X CD, 28.8 modem, 11.3" TFT ..... *(4050)*
Satellite 220CDS: P133, 16MB 1.4GB, 10X CD, 12.1" DSTN 2150
Satellite Pro 440CDT: P-133MMX, 16MB, 1.4GB, 10X CD, 12.1" TFT 2950
Satellite Pro 460CDT: P-166MMX, 32MB, 2.02GB, 10X CD, 33.6 modem, 12.1" TFT 3750
Tecra 500CDT: P-120, 16MB, 1.2GB, 6X CD, 28.8 modem, 12.1" TFT 2475
Tecra 510CDT: P-133, 16MB, 2.1GB, 12.1" TFT, 10X CD, 28.8 modem 2950
Tecra 730XCDT: P-150MMX, 16MB, 1.2GB, 6X CD, 28.8 modem, 12.1" TFT 3699
- with docking station 4195

Tecra 740CDT: P-166MMX, 16MB, 3GB, 10X CD, 28.8 modem, 13.3" TFT 5195
- with docking station 5750

TWINHEAD



Slimnote 9133T: P-133, 12.1" TFT, 10X CD, 33.6 modem, Win'95, Lithium-ion,
- w. 16MB & 1.3GB HDD 2675
- w. 16MB & 2.1GB HDD 2845
- w. 32MB & 2.1GB HDD 2995

Slimnote 9133V: P-133, 16MB, 1.3GB, 10X CD, Win'95, 11.3" DSTN 1895
Upgrades: (for 9133V)
- w. built-in modem ..... add 175
- w. 16MB RAM add-on ..... add 195
- to 11.3" TFT ..... add 525
- w. Lithium Ion Battery ..... add 100

Slimnote 9150T: P-150, 32MB, 2.1GB, 10X CD, Win'95, 33.6 modem, Lithium-Ion, 12.1" TFT 2995
Slimnote 9166T: P-166MMX, 32MB, 2.1GB, 10X CD, 33.6 modem, Win'95, Li-Ion 12.1" TFT, ... 3095
- upgrade to LCD 1024x768 ..... add 200

US ROBOTICS

Palm Pilot Personal 512k 279
Palm Pilot Prof. 1MB 369
- Belt Crib Case 24
- Cradle for Windows 29
- Deluxe Leather Case 58
- Palm Pilot Modem 129
- Pen 3-pk 7.99
- Slim Leather Carrying Case (1010U) 25

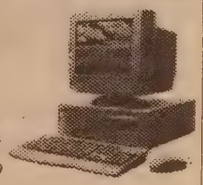
ACCESSORIES

Kensington: Notebook Carrying Case 28.95
Kensington: Wet Suite for palmtop 11.50
Kensington: Saddle Bag (Brown) ..... *(59.95)
Kensington: Port MicroSaver 39.95
Port: DEFCOM I (motion-sensor) 49
Targus: Leather Convertible Backpack (CLC-1) 89
Targus: Notepad Case (CN01) 29.95
Targus Notepad Plus (CNP-1 45
Targus: Player Pad Case (28125) 49.95
Targus: Universal Carrying Case (CUN-1) 65
Targus: Universal APS Case (CUN-1A) 66

Notebook Memory see Cat.#9 (pg.4)

DESKTOP SYSTEMS

AST



Bravo LC6233 2000X/95: PII-233, 32MB, 2GB, 16X CD, Win'95 ..2150
Bravo MS5166M 2000C/95: P-166MMX, 32MB, 2GB, 16X CD, Win'95 1550
Bravo MS5200 3000C/95: P-200MMX, 32MB, 3GB, 16X CD, Win'95 ... 1929

DIGITAL

Celebris FX2: P-200MMX, 32MB, 3.2GB, 12X CD, Win'95 1999
Prioris XL6200: Pro-200, 32MB, 2GB, 12X CD, Win'95 2750
Venturis FX2: P166, 16MB, 2GB, 12X CD, Win95 . 1195

HP

Vectra VL5/200MT (D4577A): P-200, 16MB, 2.5GB, 8X CD, Win'95 1495
Vectra XA5/200 (D3993A): P-200MMX, 16MB, 2.5GB, 8X CD, Ethernet 10/100, Win'95 1750
Vetra XA/200MT (D4776N): Pro-200, 32MB, 2.5GB, 8X CD, Ethernet 10/100, Win NT 4.0 2745

IBM

300GL (628238U): P166, 16MB, 2.5GB, 16X CD, Win'95 1145
300XL (658812U): PII-233, 32MB, 2.5GB, 16X CD, Win'95 2050
300XL (65881U): PII-266, 32MB, 4.3 GB, 16X CD, Win NT 4.0 2650

*** Please Call for Models that are not listed ***

NETOWRK (con't)

*3C882 Impact IQ ISDN with V.32bis Ext ..... *(265)*
3C900 PCI TPO 105
3C900 PCI Combo oem / reg ..... *(99)/135
*3C905-TX PCI 10/100 TP oem / reg ..... *(79/99)*
*3C16470 Link Builder (12TP) ..... *(299)*
*3C16405 Port Switch 40 Hub 12 Port ..... *(395)*
3C16406 Port Switch 40 Hub 24 Port 895
3C16590 Dual Speed 12 Port Hub 1195
3C16591 Dual Speed 24 Port Hub 1845
*3C16670A Superstack II 12 Port Hub ..... *(469)*
*3C16671A Superstack II 24 Port Hub ..... *(799)*
*3C16700 TPO Office Connect HUB (8TP) ..... *(119)*
*3C16701 TPC Office Connect HUB (8TP + BNC) .. *(149)*
*3C16720 Office Connect 100 HUB 8 Port ..... *(665)*
*3C16730 Office Connect 10/100 Switch 4TP 1 Fast .. *(775)*
*3C16900A Switch 1000 24 Port 1 Fast ..... *(2275)*
3C16901A Switch 1000 12 Port 1 Fast 1599
3C16941A Switch 3000TX 8 of 100TX Port 1975
LANPLEX products ..... call

Adaptec

*ANA-6901 32 PCI Full Duplex TP / Combo .. *(85/99)*
ANA-6910TX PCI Fast-TX, 32 bit bus mastering .. 175
ATM 25.6Mb/s PCI with 128k / 512k 299/389
ATM 155 Mb/s 512k PCI UTP 725
*EM525 Ethernet 16 Combo ..... *(39)*
*EM932 EISA 32 bit Coax / TP ..... *(98/99)*

ALLIED TELESYN

3012TR Workgroup Hub 12 Port (12TP+AUI+BNC) ... 175
3016TR Workgroup Hub 16 Port (16TP+AUI+BNC) .. 199
3024TR Workgroup Hub 24 Port (24TP+AUI+BNC) .. 259
MC12T: UTP - BNC Conversion Kit 119
MR415T Mini Hub 4 Port 59
MR815T Mini Hub 8 Port 69
MR820TR MicroHub 8 Port (8TP + AUI + BNC).. 115
MX26F Fiber Optics Transceiver 145
MX40F Fiber Optics Transceiver 139

APOLLO

PCMCIA Lan Ethernet Adapter Combo 79

ARTISOFT

Extra Mail for Win'95 215
I-Share 2.0 (internet for Lantastic) 179
Lantastic 7.0 for Single - CD / FD 85/89
Lantastic 7.0 10-user - CD / FD 355/359
Lantastic 7.0 1-user Add On 129
Lantastic 7.0 Starter Kit 2-user - CD+FD 249
Lantastic 7.0 Unlimited User - CD 725
Lantastic PowerSuite :
- 1 / 5 / 10 / 25-user 149/599/1075/2295
- conversion for 1 / 5 / 10-user 89/345/595

NR-Pro 2000A Combo / 10-pack 85/755
NR-Pro 2000T TP / 10-pack 79/625

ASANTÉ

*10T HUB 8 Port (8TP + 1BNC) ..... *(125)*
*10T HUB 12 Port (12TP + 1BNC + 1AUI) ... *(219)*
*10T HUB 24 Port ..... *(345)*
*Fast 100BaseTX 12 Port Hub, stackable ..... *(1475)*
*Fast 100BaseTX 12 Port PNP ..... *(1195)*
*FriendlyNet 5 Port Hub TP ..... *(62)*
*FriendlyNet 8 Port Hub TP ..... *(69)*

ASCEND

*P25-IU-FX: ISDN Pipeline 25 + 4 Ethernet ..... *(455)*
*P25-IU-PX: ISDN Pipeline 25 + IP Routing .... *(525)*
*ISDN Pipeline 50 w. UBRI ..... *(579)*
- w. Secure Firewall P50 ..... add 350
*ISDN Pipeline 75 w. UBRI ..... *(635)*
- w. Secure Firewall P75 ..... add 350
*ISDN P130-UBRI-FT1 ..... *(1295)*
- w. Secure Firewall P130 ..... add 690

MAX200+ (M201 - 4BRIU) 2975
*MAX1800 (MX18 - 8BRIU) ..... *(4995)*

Bay Networks

AT2202001 Bay Stack 100BT 12 Port 1595
CG1001E01 Bay Stack 12 Port 599
CG1001E02 Bay Stack 24 Port 975
Lattislink 2800A: 16TP + 1AUI 559
Lattishub 2803: 16TP + 1AUI Stackable 599
Lattisswitch 28115R 10/100 TP 16 Port 7795
NetGear FE108: 8 Port 100 Hub, non-stackable 375
NetGear FE508: 8 Port Fast 100 Hub 549
NetGear FE516: 16 Port Fast 100 Hub 965

CASTELLE

FaxPress 1500N Ether 1 Line for NW & NT 1995
Office Connect CD Rom Server 569
Office Connect Ether 2P Printer Server 299
Office Connect Ether 1 Line Fax Server 1195

CHEYENNE

*Arc Serve 6.1 for Win - 5 to 25-user (netware) .... *(395)*
- upgrade Workgroup edition 239
Arc Serve 6.1 for Win - 50 to 1000-user 1095
- upgrade Workgroup edition 415
*Arc Serve 6.0 for Win NT 4.0 Single Server ..... *(399)*
*Arc Serve 6.0 for Win NT 4.0 Enterprise ..... *(699)*
Arc Serve 6.0 for Win NT Workstation 185
Arc Serve for Mac - 5 / 20-user 159/309
Arc Solo Backup s/w for Dos / for Win 119/118
Fax Server NLM 5.0 - 5 / 10 / 25-user 355/639/999
Inoculan for Netware Server 4.0 Unlimited 585
Inoculan for Win'95 (Anti-Virus) 45
Inoculan for Win NT Server 575
Inoculan for Win NT Workstation Client 46

CISCO

CPA-762 ISDN BRI w NT1 525
CPA-1604 Bridge w/ NT1 1295
CPA-2501 Router 1 Ethernet / 2 Serial 1695
CPA-2514 Router 2195

CNet (Advanced Network)

2000E+ PNP ISA Combo 27
4020ERP 2 Port Coax Repeater 165
*8800TPC HUB: (8TP + BNC) ..... *(79)*
*8816TPC HUB: (16TP + BNC) ..... *(159)*

DANPEX

*2900P2 PCI Combo ..... *(29)*
3270 Emulation for PC / for PS/2 ..... 175/195
5250 Emulation for PC / for PS/2 ..... 199/235
6200P2 PCMCIA (type II) BNC+TP 79
*9400P3 32bit PCI Combo (DEC, full duplex) .... *(45)*
*EN-1600 16 Port HUB R.M. ..... *(155)*
EN-3200 32 Port HUB R.M. 255
ER-200 2-port Repeater Coax 175
ER-400 4-port Repeater Coax 249
ET-109 Converter (10BaseT to BaseFL) 169
ET-509 Translator (UTP to BNC) 109
ET-510 Translator (UTP to AUI) 107
*FE-1000TX ISA 10/100BaseTX ..... *(48)*
*FE-1400TX PCI 10/100BaseTX ..... *(49)*
*Print Server (2P 1S) NW / Unix / Appletalk .... *(235)*

DIGI INTERNATIONAL

IMAC Bridge 1 ISDN 1165
IMAC Bridge Dual IMAC 1595
PC IMAC - ISA: Server, 1 ISDN 525
PC IMAC / 4-1: Multi-ISDN Expansion 665

*(price) ..... SPECIALS, while supplies last (oem) ..... $, bundled with hardware only

http://www.centralcomputer.com for current prices & catalog

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Mac & PC Connection products ..... Call

FRONTIER
Super TCP / SuperWeb ..... Call

HEWLETT PACKARD
Advanced Stack 8 Port HUB (J2610B) 245
Advanced Ethernet Hub 8E (J3128A) 185
J2550B Jet Direct TP 299
J2552B Jet Direct Combo 345
*J2556B JetDirect 10/100 Combo ..... *(399)*
J2573A 10/100 VG Selectable ISA 169
J2585B 10/100 VG Selectable PCI 135
J2590A Jet Direct EX Plus 3 for 100VG 549
J2591A Jet DirectEX Plus Combo 295
J2593A Jet DirectEX Plus 3 Combo 395
J3175A Advanced Switch 208T 1045
J3200A Advanced Switching 12 Port 425
*J3201A (J3200A) + SMNP (J3210A) ..... *(499)*
J3202A Advanced Switching 24 Port 825
*J3203A (J3202A) + SMNP (J3210A) ..... *(899)*
J3245A Advancestack Switch 800T 2145

HP NETSERVER :

D4841B 6/200 LH PRO
Pro 200, 32MB /1GB max ECC,
256k L2, 6-hot swap shelves
2 UW SCSI-3 Controller, CD,
3yr onsite warrenty from HP
Optional: Redundant Power Supply
Upgradable to Dual CPU..... 6695

D4315B 6/200SMP LX PRO 17295
D4934A E40 P6/200 2650
HP Support Pack (Extended Warrenty) ..... call

IBM
Token Ring 16/4 Turbo ISA (72H3482) 245
Token Ring PCMCIA 16/4 Auto 349

intel. SALE
EE110TX 8 Port Fast Hub, non-stackable 459
*EE110TX 12 Port 10 & 100 Dual Speed Hub ... *(799)*
*- bundled with 10 of PILA 8465B ..... *(1625)*
EE110TX 24 Port Dual Speed Hub 1685
*EILA 8265 PRO/100 for EISA ..... *(199)*
*ES404-TX Switching Hub 10/100..... *(2099)*
EtherExpress Pro 10 bit cards :
*- PCLA 8210 BNC+TP oem / reg / 5-pk.. *(65/95/325)*
*- PCLA 8220 TP reg / 5-Pack ..... *(89/315)*
- PCLA 8205 Flash BNC+AUI+TP 135
- PCLA 8215 Flash BNC + TP 125
- PCLA 8225 Flash TP 115
LANdesk Virus Protect 4.0 945
*MBLA 1600 PCMCIA 10/100 ..... *(149)*
PCLA 2451 Netport Express Pro/100, 3 Port, Ext ... 335
PCLA 3151 Netport Express Pro Int. 295
PCLA 4451 Netport Express Pro/100, 1 Port, Ext ... 235
*PILA 8465B PRO/100 PCI TP oem / 5-Pack. *(69/375)*
PILA 8480 Pro 100 Server Adapter 485

KINGSTON
Etherx 10/100 Fast PCI 74
Etherx 10BT PC Card 95

LANPRO
*EN2000PXA PNP Full Duplex Combo ..... *(29)*
*- w. Novell Personal Netware ..... *(54)*
*EN5200PX PCI Combo ..... *(32)*
*EN9120TX 10/100TX PCI Card ..... *(49)*
Fast 100 HUB 8 Port Desktop / Stackable .. 355/*(425)
*Fast 100 HUB 12 Port ..... *(599)*
*HUB : 5 Port (5TP) ..... *(55)*
*HUB : 8 Port (8TP + BNC) ..... *(75)*
*HUB : 16 Port (16TP + BNC) Desktop ..... *(135)*
PS1000A Print Server Single Port 139
SD200 2 Port Easy Switch 10BT & 100TX 445

LINKSYS
*Fast 100TX 4 Port Hub Stackable ..... *(185)*
Fast 100TX 8 Port Hub 359
Fast Switch 10/100 TX 2 Port 275
Fast Switch 10BT & 100TX 5 Port 1195

MEGAHERTZ
*XJ10BC PCMCIA Ethernet Combo ..... *(165)*
*XJ10BT PCMCIA Ethernet TP ..... *(125)*
*XJEM 3336C Modem 33.6 + Lan Combo ..... *(289)*
*XJEM 3336T Modem 33.6 + Lan TP ..... *(255)*

MICRODYNE (Eagle)
*EH1200E 12 Port HUB ..... *(175)*
*NE 10/100 ISA ..... *(89)*
NE 10/100 PCI 99
*NE2500 Combo, plug & play oem ..... *(35)*
*NE5500 32 bit PCI Combo ..... *(109)*

MICROTEST
CD-Now for Netware: 25-user / 50-user 489/695
Disc View Pro 265
Disc Serv (includes Disc View) 529

NOVELL. SALE
Intra Netware Kit for Small Business:
(server + 5-user + 2 Danpex ISA Combo +
5 port 10BT hub) ..... *(545)*

Intra NetWare 4.11:
*- 5 / 10 / 25-user ..... *(695/1295/2095)*
- 50 / 100-user 2895/3995
- 250 / 500 / 1000-user 7295/15995/30995
Intra Netware for Small Business (for < 25-user):
- Server + 5 License 599
- 1 / 5-user license 59/225
Lan Workplace 5.0 single / 10-user 195/1295
Netware 3.12:
*- 5 / 10 / 25-user ..... *(675/1295/1895)*
- 50 / 100-user 2695/3495
Netware Connect 2 Ports / 8 Ports 355/1375
Netware Connect 32 Ports 3895
*Netware NFS v1.2C ..... *(1850)*
Netware NFS Service 2.1 2195
NFS Client for Lan Workplace 205
*Unixware Personal Edition v2.01 - CD version .... *(99)*
*Unixware SDK v2.1 - CD version ..... *(75)*

PALINDROME
*Network Archivist NLM 3.1A Backup ..... *(195)*

SHIVA
LanRover/2E Plus 3.5 Async TP v.34 1695
NetModem/E 28.8 Ether BNC + TP 1295

SMC
*Ether EZ TP (8416T) oem ..... *(58)*
*Elite Ultra 32 EISA Combo ..... *(195)*
*Etherpower PCI TP (8432T) oem ..... *(69)*
*Etherpower PCI Combo oem ..... *(85)*
Etherpower II 10/100 (9432TX) oem / 5-pk . *(65)/335
EZ Hub 100TX 8 Port 635
Tiger HUB: 100TX 12 Port 1195
Tiger HUB: 3212TC (12TP + BNC + AUI) 349
*Tiger HUB: 3314T 14 Port ..... *(459)*

WISECOM (5 yr warranty)
*D300CT PCI Bus Mastering ..... *(36)*
*H008CAT 8 Port HUB (8TP + AUI + BNC) ... *(75)*
HI16CAT 16 Port HUB (16TP + AUI + BNC) 155
*R300CT PCI 32 bit Combo PnP ..... *(29)*
U210CT NE2000 ISA Combo, PnP 26

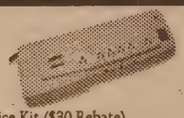
XIRCOM
*CE3-10BT PCMCIA TP ..... *(115)*
CE3-100BTX 10/100 PCMCIA 155
*CEM33-BC 33.6 Modem + Lan Combo ..... *(299)*
*CEM33-BT 33.6 Modem + Lan TP ..... *(255)*
*CEM56-100BTX: 56k Modem + Fast Lan ..... *(299)*
Net Access 4 port / 8 port 1295/2195
*PE3-10BC Pocket Adapter Combo ..... *(279)*
*PE3-10BT Pocket Adapter TP ..... *(259)*

CABLES & ACCESSORIES :

Custom-made Cables, Cross-Overs available call

16. POWER SUPPLIES

APC



BF-250 Back-UPS Office Kit ($30 Rebate) 165
BK-280 Back-UPS (200W), 2 out 105
BK-400 Back-UPS (300W), 2 out 154
BK-450 Back-UPS (325W), 4 out 179
BK-600 Back-UPS (425W), 4 out 239
BP-280 Back-UPS Pro PNP, 2 out 159
BP-420 Back-UPS Pro PNP, 4 out 235
BP-650 Back-UPS Pro PNP, 4 out 289
BP-1000 Backup Pro, 6 out 375
SU-450 Smart-Net (486, 586 WS), 4 out 295
SU-700 Smart-Net (486, 586 FS), 4 out 365
SU-1000 Smart-Net (FS & WS), 6 out 495
SU-1400 Smart-Net (950W), 6 out 625
SU-2200 Smart-Net (1600W), 8 out 1095
SU-3000 Smart-Net (2250W), 8 out 1675
SUVS-420 Smart Value Server, 4 out 239
SUVS-650 Smart Value Server, 4 out 295
SUVS-1000 Smart Value Server, 6 out 415
PowerChute Plus :
- for Novell 65
- for OS/2, Lan Server, 3 Com 75
- for Unix / Xenix 99
- for Win & Win'95 55
- for Win NT 69
Surge Arrest (PER 7) 17.99
Surge Arrest w. TEL (PER 7T) 22.99
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Surge Protector (P7) 9.99

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Silencer Slim 230 for Baby or Mid Tower 69
Silencer 230 Full Tower 89
Silencer 270 for Full Tower 124
- Slim for Baby or Mid Tower 114
Silencer 235 for ATX 84
Silencer 275 for ATX 124
Standard 230 for Full Tower 85
Turbo Cool 300 for ATX 126
Turbo Cool 300 for Full Tower 125
- for Slim (baby or mid tower) 115
*Turbo Cool 400 for Full Tower / for Slim ... *(176/175)*
Turbo Cool 400 for ATX 199
Turbo Cool 450 for Full Tower (heavy duty) 285
Two-inOne 500 (slim, redundant) 215
Twinpower 900 (redundant) 895

OTHERS
235W for ATX 49
250W for Baby or Mid Tower 29
250W for Baby or Mid Tower, PS/2 (by Kingspao) .. 45
300W UL for Full Tower , PS/2 49
300W for Full Tower, PS/2 (by Kingspao) 59
RPT-600 300W Redundant for Tower 179

ACCESSORIES
Battery Tester M-032 ..... 6.50
DMM: DT-830B (Adc,V,O,Hfe) pocket size 8.95
DMM: DT-890B (A,V,O,C,Hfe) 19.95
DMM: KT-7113 (A,V,O,C,Hfe) auto ranging 24.95
DMM: KT-7244 (A,V,O,F,Hfe) 21.95
DMM: M-3900 (A,V,O,Hfe) big LCD 17.95
DMM: ST-5308 (Adc,V,O,Hfe) battery test 11.95
Engine Tester KT-7181 (Dwell, Tacho) 18.95
Power Center Switching Systems 13.50

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Rabit214 Lable Printer w. software 569

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HL-720 True 600dpi, 6ppm, Laser 345
HL-730DX True 600dpi, 6ppm, Laser 395
HL-1660 17ppm, Laser, 1200x600dpi 1185
MFC-4550 5-in-1, 600dpi, Laser, Fax 769
MFC-6550 6-in-1, fax/ copy/ scan/ print etc. 999

CANON
*BJC-70 Color, 720x360dpi, 346cps ..... *(299)*
BJ-240 Color, 360x360dpi, 4ppm 189
*BJC-620 Ink Jet, Color, Par, 720dpi ..... *(299)*
BJC-4300 InkJet Color 199
BJC-4550 11" x 17", 5ppm, 720x360dpi 475

EPSON
FX-870 9-pin 295
FX-2170 9-pin, Wide (max. 6 copies) 449
LQ-570+ 24-pin 259
LQ-870 24-pin, Par 455
*LQ-2070 24 pin, Wide ..... *(389)*
LQ-2170 24-pin, Wide 549
Stylus 400 Color, 3ppm, 720dpi 209
*Stylus 600 Color Inkjet, 720x1440dpi ..... *(285)*
*Stylus 800 Color, 8ppm, 720x1440dpi ..... *(375)*
Stylus 1500 720dpi, fit A - C size paper 485
Stylus 1520 Color 759
Stylus Photo (C209011) 439

Accessories :
Black Ink for II & IIS 19.95
Black Ink for 400/ 500/ 600 ..... 21.95 ea
Blakc Ink for 400/ 800 (SO20025) 12.95
Black Ink for 800 Color/ 1520 ..... 24.95
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Color Ink for 400/ 600/ 800 ..... 24.95 ea
Coated Letter Paper 720dpi (S041062), 100 sheet . 13.95
High Quality A4 Paper (S041111) , 100 sheet 9.50
Iron-On Paper (making T-Shirt) 15.95
Photo Quality Glossy (S041124), 20 sheet 10.95
Photo Quality Legal (S041067), 100 sheet 17.95

HEWLETT PACKARD
Color Laser Jet 5 (C3961A) 3875
Color Laser Jet 5M (C3962A) 4945
Desk Jet 670C (C5884A) 208
Desk Jet 692C 295
Desk Jet 820CXi / 870CXi ..... *(255)/379
Desk Jet 890CXi 419
Desk Jet 1000CXi (C2673A), print size 4x5 - 11x17. 485
Desk Jet 1600C PC, Mac 1299
Desk Jet 1600CM Postscript PC, Mac 1899
Laser Jet 4V / 4MV (B size) 1795/2595
Laser Jet 5 (C3914A) 999
Laser Jet 5M / 5N 1525/1285
Laser Jet 5Si / 5SiMX 2349/3395
Laser Jet 6LXi 389
Laser Jet 6PXi / 6MP 745/879
Mopier (C4176A) 5Si / Bundle 4445/6545
Office Jet 590 4-in-1 (C4645A) 595
Office Jet Pro 1150C Color (C5300A) 939
Portable 340 295

PLOTTERS
Design Jet 350C: D Size / E Size 2195/2795
Design Jet 750C: D Size / E Size 4995/5695
Design Jet 755CM: E Size 8195

Accessories :
*C3067A: Color Kit for 540 ..... *(37)*
C3169A: Postscript for 5Si 435
C3760A: Lower Cassette for 4V / 4MV 325
C3762A: Duplex for 5Si / 5SiMX 479
C3765A: Envelope Feeder for 5Si 379
C3918A: Postscript for 5 / 5N 335
C3920A: Duplex for 5 / 5N / 5M 475
C3921A: 500 Sheet Feeder for 5 225
C3927A: Power Envelope Feeder for 5 259
*C4533A: Color Kit for 600 ..... *(39)*

Ink Cartridges :
(HP51626A) Black for 500, 540, 560 ..... 24.45
(HP51625A) Color for 500C, 550C, 560C 26.95
(HP51629A) Black for 600, 660 ..... 24.95
(HP51649A) Color for 660C 29.25
(HP51645A) Black for 870C, 855C, 1600C 26.95
(HP51641A) Color for 870C, 855C, 1600C 28.95
(HP51640A) Black for 1200C 23.95
(HP51640C) Cyan for 1200C 27.95
(HP51460M) Magenta for 1200C 27.95
(HP51640Y) Yellow for 1200C 27.95
(HPC3105A) Black for Color Laser Jet 7.95
(HPC3102A) Cyan for Color Laser Jet 32.95
(HPC3104A) Magenta for Color Laser Jet 32.95
(HPC3103A) Yellow for Color Laser Jet 32.95

Paper:
92296T: Transparency Film for Laser, Letter, 50 sheet . 18.95
C1812A: Greeting Card, Letter, 20 sheet 11.95
C1846A: Photo Paper, Letter, 20 sheet 10.95
C2974A: Glossy, Letter for 5/ 5M, 50 sheet 41.95
C3850A: Opaque Bond Paper 36" x 150' roll 28
C3877A: Coated Paper 36" x 150' roll 42
C5973A: Premium Glossy, Letter, 25 sheet 22.95
C5976A: Bright White Inkjet, Letter, 200 sheet ... 6.95

Toner Cartridges :
(HP92295A) Toner for II, IID, III, IIID 75
(HP92275A) Toner for IIP, IIP+, IIIP 74
(HP92291A) Toner for IIISi, 4Si, 4SiMX 129
(HP92298A) Toner for 4, 4M, 4+, 4M+, 5, 5N, 5M.. 89
(HP92274A) Toner for 4L, 4ML, 4P 65
(HPC3900A) Toner for 4V, 4MV 139
(HPC3906A) Toner for 5L, 5ML 59
(HPC3903A) Toner for 5P, 5MP, 6P, 6MP 75
(HPC3909A) Toner for 5Si, 5SiMX 179

IBM (network printer)
#4312001: Laser, 12ppm, 600dpi, 4MB 1025
#4317001: Laser, 17ppm, 600dpi, 4MB 1365
#4324001: Laser, 24ppm, 600dpi, 4MB 2345

LEXMARK
Optra C 600dpi, 3ppm color, Postscript, 8MB 4495
Optra E 600dpi, 6ppm, 1MB 395
Optra LX+ 1200dpi, 16ppm, Par, Postscript, 4MB 1595
Optra R+ 1200dpi/8ppm, Ser & Par, 2MB, Postscript, 600dpi/16ppm 1045
Optra RN+: R+ w/ Ethernet TP 1285

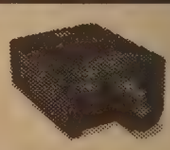
NEC
*Superscript 860 Laser ..... *(389)*

OKIDATA
ML184T 9 pin, Par (max. 5 copies) 235
*ML320T 9 pin (max. 5 copies, 290cps) ..... *(325)*
ML390T 24 pin, 312cps, for Win & Win 32 345
*ML520 9-pin, 430cps ..... *(385)*
ML590 24-pin (max. 5 copies) 449
ML591 24-pin, Wide (max. 5 copies) 625
*OkiPage 4W Laser 4ppm ..... *(199)*
OkiPage 6E Laser 6ppm, 600dpi 299
*OkiPage 6EX Laser, 6ppm, 600dpi, 2MB ..... *(409)*
OkiPage 16N Laser 16ppm, 600dpi 889
*OL600E Laser, 6ppm, 600dpi ..... *(295)*
OL610E Laser, 6ppm, 600dpi, 2MB 485
*OL810E Laser, 8ppm, 600x1200dpi ..... *(565)*
*OL1200 Laser 12ppm, 600x600dpi, 2MB ..... *(949)*

SEIKO
Smart Label Printer EZ30 145
Smart Label Printer Pro 235
Standard Label (2 rolls) 7.95

OTHER ACCESSORIES
Auto Switch (non-power) 2 to 1 ..... 11.50
Auto Switch (non-power) 4 to 1 ..... 22.50
Data Switch: 2 Way / 4 Way 5.99/8.99
Parallel Auto Switch 2 to 1 bi-directional 19.95
Parallel Auto Switch 4 to 1 bi-directional 29.95

18. PROJECTORS



PROXIMA
Desktop DP5100 LCD 3499
Desktop DP5500 LCD 640 x 480, zoom 4599
Ovation 810 LCD 8.4" 2M Color, 640 x 480 1665
Ovation 944 10.4" LCD 16.7M 1280 x 1024 6395
Ovation+ 840 8.4" LCD 16.7M 800 x 600 2195
Ovation+ 846 10.4" LCD 16.7M 800 x 600 2695
Portable Overhead A653 3000 Lumens 475
Portable Overhead A655 4000 Lumens 799

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19. SCANNERS

ACER (flatbed)
AcerScan 300F Color ..... *(185)
AVISION
AV100 Color 179
AV360C Color 149
DELRINA
WinFax Pro Scanner ..... *(299)
HEWLETT PACKARD
ScanJet 4C Color & Gray Scale w. Kit 749
- Auto Document Feeder (C2525B) 475
- Transparency (C2521B) 635
Scanjet 5P Color/ Grayscale 385
MICROTEK (flatbed)
Scan Maker III w. TMA & Photoshop OCR ... *(1399)
Scan Maker E3 600dpi, 24-bit Color, w.OCR ... *(195)
Scan Maker E6 1200dpi, w. OCR 285
Scan Maker E6 Pro 1200dpi w. Photoshop OCR ... 499
Scan Maker V300 w. Paperport 225
Slide Maker 35T 1800dpi, 16.8M Color, w. ScanWizard 725
Transparency Adapter for E3 / E6 ..... 285/285
STORM TECHNOLOGY
Easy Photo Reader Parallel 135
Easy Photo Smartpage Color 175
UMAX
Astra 600S w. Photo Deluxe 175
Astra 1200S Win Deluxe 375
Astra 1200S Win PS 635

20. TAPE BACKUPS

AIWA
TD-S3200 TR-3 Accelerator Card & Seagate BackUp Exec Int 155
GD-B8000 8GB DDS-2 4mm SCSI Int 649
EXABYTE
Eagle TR3 (603003-004) 3.2GB Int w/o card ... *(145)
EXB-8205XL 8mm Dat. 3.5 - 7GB Int / Ext .. 1275/1499
EXB-8505XL 8mm Dat. 7 - 14GB Int / Ext .. 1850/2095
EXB-8700E 8mm 7 - 14GB Ext 925
EXB-8700LT 8mm 5 - 10GB Ext 675
HEWLETT PACKARD
C1534 4mm Dat. 2GB SCSI Int ..... *(549)
- w. Int Kit (C1525G) / Ext Kit (C1520G) 725/845
C1536 4mm Dat. 2-4GB SCSI Int ..... *(595)
- w. Int Kit (C1526G) / Ext Kit (C1521G) 769/895
C1554 Dat. 24GB DDS-3 Int 1045
- w. Int Kit (C1555A) / Ext Kit (1556A) 1399/1545
C1599 Dat. 8GB DDS-2 Int 765
- w. Int Kit (C1528G) / Ext Kit (C1529G) ... 965/1095
C5644A Surestore T4i 4GB Travan Int 415
Colorado T3000 3.2GB Travan w. cartridge Int 189
Colorado T4000S 8GB Travan Int 359
IOMEGA
Ditto 800MB Travan Int 89
Ditto 800MB Travan Parallel 139
Ditto 2GB Int / Ext 129/179
- 2GB Tape / 3-pack 19.95/57
Ditto 3200MB (QIC 3010/ 3020) Int 209
Ditto 3200MB (QIC 3010/ 3020) Parallel 239
NOVASTOR (software)
Novaback CD Bundle (multi-platform) ..... *(59)
SEAGATE

SALE

CNR-4324RP 2 - 4GB SCSI Int ..... *(525)
CNR-4326RP 4mm 8GB SSCSI w. 5.25" rail .. *(695)
Tape Stor w. cartridge 420MB Int 139
Tape Stor w. cartridge 800MB Travan Int 139

Software (Arcada):
Back Up for Windows '95 65
Back Up Exec for Netware WS 7.0 98
Back Up Exec for Netware Enterprise 7.11 845
Back Up Exec for Netware Single Server ..... *(399)
Back Up Exec for Netware 1 Server 25-user 315
Back Up Exec for Win NT Enterprise 6.11 795
Back Up Exec for Win NT Server 6.11 ..... *(395)
Back Up Exec for Win NT Workstation 189

SONY
LanBacker 7000: 8GB DDS-2 w. ArcServe Single Server Internal / External: 1095/1175
WanBacker 7000: *GB DDS-2 w. ArcServe Enterprise Internal / External 1695/1795
WanBacker 9000: 24GB DDS-3 w. ArcServe Enterprise Internal / External 2150/2175

TAPE CARTRIDGES:

3M - 4mm 90M 7.50
- 8mm 112M 6.95
- MC3000XL (680MB) 26.50
- Travan (800MB) TR-1 ..... 27.95
- Travan (1600MB) TR-3 / TR-4 ..... 29.95/34.95
EXABYTE - 8mm 112M, 5GB 9.95
- 8mm 160MXL (for XL drives) 15.95
- 18C 8mm Cleaning Cartridge 19.95
- EXMC 3000XL (1GB) 26.95
- MC3000XL (680MB) 21.95
HP - 92283B 4mm 90M (2GB) / 5-pk 8.50/39
- 92283K 4mm Cleaning Tape 2-pk 21.95
- 92300A 4mm 120M (4GB) / 5-pk 14.95/69
- C1517A 4mm 125M (12GB) DDS-3 ..... 29.99
- C1572A 4mm 120M Autoloader 119
- Travan for DT-1000 / 2-pk / 3-pk . 29.95/54.95/82
MAXELL - 4mm 90M Dat. ..... *(7.99)
- DC2120 (QIC80) 9.95
- DC2120XL (350MB) 16.95
SONY - 4mm 120M for DDS 25.95
- 4mm 90M for DDS-1 ..... 8.95
- QIC-Wide 3010 (850MB) 24.95
- QIC-Wide 3020 (1.7GB) 27.95

21. VGA CARDS

ATI
3D Expression Plus 4MB PCI, PC2TV ..... *(119)
3D Pro Turbo 4MB PCI, PC2TV ..... *(169)
3D Pro Turbo 8MB PCI, PC2TV ..... *(225)
All-in-1 Wonder 4MB PCI ..... *(239)
Xpert@Play PCI w. 4MB / 8MB 195/255
Xpert@Work PCI w. 4MB / 8MB 179/235
DIAMOND
Fire GL 1000 4MB PCI ..... *(189)
Fire GL 1000 8MB PCI ..... *(269)
Monster Stealth 3D 4MB PCI 189
Stealth 3D 2400XL 4MB PCI 115
Stealth 3D 3400XL 4MB PCI VRAM oem / reg 165/185
Stealth 2500 2MB DRAM PCI 59
Stealth Video 64 2MB VRAM PCI, upgradable 109
Viper V330 4MB AGP oem 185
HERCULES
Dynamite 128 PCI 4MB SMDRAM oem ..... *(109)
Stingray 128 3D 6MB EDO Reg 249
IMS
TwinTurbo 128P PCI VRAM w. 2MB / 4MB .. 195/265
TwinTurbo 128P PCI VRAM 8MB 395
MATROX
Millennium II PCI 4MB oem / reg 175/195
Millennium II PCI 8MB oem / reg 265/309
Mystique 220 PCI w. 2MB / 4MB 119/145
Rainbow Runner (for Mystique) 195
Memory Upgrade (Millennium II):
- 4MB / 8MB / 12MB 129/195/279
NUMBER NINE
Imagine 128 Series II 4MB EDO PCI ..... *(199)
Revolution 3D 128-bit PCI w. 4MB / 8MB ... 275/365
Revolution 3D 128-bit AGP w. 4MB / 8MB ... 279/369
SPIDER
Tarantula 64 MK II 2MB VRAM PCI 95
OTHERS
Boca Voyage Movie Player Accelerator VGA 285
Movie Plus 1100 MPEG Decoder 199
Televiewer / Televiewer Plus 109/169
Trident 8900 1MB ISA 45
Trident 9680 1MB PCI 39
Tvator Pro PC/MAC VGA to NTSC Scan Converter 119
Tvator Remote Pro VGA to NTSC Scan Converter 289
V-Mate Pro (video encorder : PC to TV) 189

Conferencing & Video:
AGFA: Ephoto 307 Digital Camera ..... *(295)
Casio QV-100 640 x 480 Camera 599
Epson Photo PC Color Digital Camera 245
Epson Photo PC-500 Color Digital Camera 359
- w. PhotoPix LCD Monitor ..... *(475)
Epson Photo Pix LCD Monitor 175
Howard Video Camera 295
Intel Smart Video Recorder III 189
Internet Videophone + Video Capture 135
Kodak DC20 Digital Camera ..... *(175)
Kodak DC25 Digital Camera ..... *(275)
Kodak DC50 Digital Camera Zoom Lens ..... *(475)
Kodak DC300 Video Camera USB Port 169
Quick Cam for Win / Quick Cam Color 99/225
Snappy 2.0 (video Snapshot) 195
Specom Suite Visions (color digital camera + s/w) . 195
Video Logic Captivator 135
USR: Big Picture Camera + Capture 229
USR: Big Picture Video Kit (capture + modem) ... 225
USR: Big Picture w. Camera 349

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Acrobat 3.0 189
Acrobat Capture 2.0 559
FrameMaker 5.11 for Win 32 546
Illustrator 7.0 for Win 32 365
- competitive upgrade 265
Pagemaker 6.5 for Win 32 / S.E. (special) ... 545/*(295)
Photoshop 4.0 / S.E. (special) ..... 549/*(399)
Premier 4.2 for Win - FD/CD ..... *(499)
AUTODESK
Animator Studio 1.1 249
AutoCAD Lite 2.0 / for Win'95 ..... *(255)/409
Autosketch 2.1 for Win & Win'95 89
Borland
C++ 5.0 for Dos, Win, Win32 - CD 325
C++ 5.0 Developer Suite 425
C++ Builder 1.0 Standard / Professional 89/525
Delphi Developer 2 Kit / upgrade ..... *(395/255)
Delphi 3 / upgrade 499/249
Paradox 5.0 for Win ..... *(99)
Paradox 7.0 for Win'95 & NT / upgrade 265/95
Turbo Assembly 5.0 for Win'95 115
Visual dBase 5.5 for Win & Win'95 269
COREL
Corel Draw 4.0 (2CD) oem / reg 29/69
Corel Draw 5.0 - CD ..... *(195)
Corel Draw 6.0 for Win'95 - CD oem / reg ... *(59/299)
Corel Draw 7 for Win'95 & NT - CD ..... *(399)
- upgrade 225
Corel Flow / Corel Flow 3 ..... *(59)/129
Corel PerfecOffice Prof. - CD 275
Corel XARA 179
Lumiere Suite (video editing) 69
Ventura 7 for Win'95 - CD 549
WordPerfect Suite 8.0 for Win'95 325
- upgrade 135
DELRINA
Comm Suite 7.0 for Win'95 - FD / CD ..... *(95/96)
CyberJack 7.0 for Win'95 ..... *(48)
NetSatisfaxtion 3.0 for Novell 25-user 755
WinFax Pro 4.1 for Network :
- 10 / 25 / 50-user 599/1395/2650
WinFax Pro 7.0 for Win'95 - FD / CD 79/79
WinFax Pro Starter Kit (server + 2 notes) 265
IBM
Anti-Virus Desktop 2.52 oem 24
OS/2 4.0 Warp Single : WS / Server 195/539
Voice Type Simply Speaking 3.0.2 for Win'95 .... 49.95
Voice Type Simply Speaking Gold for NT 89.95
INTUIT
Quicken Deluxe 6.0 - CD / FD 59/58
Quicken 6.0 for Win3.1 & Win'95 38
Quicken Parent's Guide to Money 16
Quickbook 5.0 for Win - CD 97
Quickbook Prof. 5.0 for Win - CD 185
LOTUS
1-2-3 5.0 for Win 299
1-2-3 97 for Win 32 / upgrade ..... 299/*(89)
cc:Mail 6.1 Systems Pack Server 134
cc:Mail 8.0 Advanced System Pack 465
cc:Mail 8.0 Client for Win 32 135
cc:Mail Mobile E-Mail 7.0 for Win'95 & NT 135
Organizer '97 for Win'95 75
Smart Suite 97 for Win 32 ..... *(335)
MICROGRAFX
ABC Flow Carter 4.0 - CD+FD 299
ABC Graphics Suite Live 6.0 - CD 275
Designer Power Pack - CD 335
Designer Tech Live 4.1 - CD 399
Flowcharter Live 7.0 - CD 279
Graphic Suite #2 for Win'95 315
Picture Publisher Live 5.0 - CD 135
Web Tricity 125
Microsoft
Authorized Education Reseller
Please Call for Academic Pricing
Access 2.0 for Win 289
Access 97 299
Access Developer's Kit for Win'95 459
Back Office Resource Kit pt.1 / pt.2 ..... 59/95
Back Office Server 2.5 2295
Back Office Client v2.5 5-user 1199
Dos 6.22 42
Excel 5.0 for Win 295
Excel 97 / upgrade 299/95
Exchange Server with 5 Client 899
- w. 10 Client / w. 25 Client 1245/1945
- Exchange Internet Connection 459
Fortran Powerstation 4.0 for Win 32 559
Fox Pro 2.6 Single Dos or Win ..... *(95)
Frontpage 97 / upgrade 139/49.95
Home Essential 97 upgrade ..... *(94)
Macro Assembler 6.11 (MASM) 155
Multimedia Viewer - CD ..... *(199)
Office Professional 4.3 - FD / CD 539/559
Office Prof. 97 + Bookshelf - CD 529
Office 97 Intergrate Step by Step 19.95
Office 97 Resource Kit 37
Office 97 Small Business Edition 449
- upgrade to S.B. edition 224
Office 97 Standard / upgrade - CD 445/225
PC Mail Server 3.5 w. 10-user 445
- 5-user / 20-user 269/865
Picture-It for Win'95 47
Power Point 7.0 / upgrade ..... *(299)/98
Project for Win'95 419
Proxy Server (internet access server) 925
Publisher 97 CD Deluxe 74
Services for Netware (add-on NT 4.0) 145
SNA NT Server 395
SNA NT Workstation 199
SQL NT Server 6.5 for 5-user 1299
- 10-user / 25-user 1899/3799
- Client License 5-user / 20-user 685/2175
SQL NT Workstation 6.5 475
SQL Server Internet Connection 2795
System MGMT Server - 5 / 10-client 825/1045
Visual Basic Enterprise 5.0 1095
Visual Basic Prof. 4.0 for Win - CD 445
Visual C++ Learning - CD 89
Visual C++ 5.0 Professional 455
Visual Fox Pro Standard 3.0 for Win 189
Visual Fox Pro Prof. 5.0 / upgrade 449/235
Visual InterDev 459
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Visual Source Safe 5.0 475
Windows '95 ..... *(179)
- oem version FD / CD 99/85
Windows NT 4.0 Server Resource Kit 109
Windows NT 4.0 Workstation Resource Kit 59
Windows NT Server 4.0 w. 5-user / 10-user .. *(695/995)
Windows NT 4.0 Technical Training ..... *(65)
Windows NT Workstation 4.0 - CD 285
Windows for Workgroups 135
Word & Publisher Value Pak 125
Word 6.0 for Win 289
Word 97 / upgrade 299/78
Works 4.0 for Win'95 oem 39
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Web Compass 2.0 46
Win Probe 95 46

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C++ 7.5 for Win NT & Win'95 ... 69
For Your Eyes Only ... 75
Norton Anti-Virus '95 v.2.0.1 - CD oem ... 27
*Norton Anti-Virus 4.0, Multi-platform ... *(49.95)*
Norton Anti-Virus 4.0 Deluxe ... 67
Norton Anti-Virus for NT - CD ... 65
*Norton Desktop 3.0 for Win oem / reg ... *(45/99)*
Norton Disklock 3.5 for Dos/ Win - CD ... 79
Norton Healthy PC ... 28
Norton Navigator '95 - FD / CD ... 89.95/89.95
Norton NT Tools ... 47
Norton PC Handyman ... 48
Norton Utilities '95 v.2 ... 69.95
Norton Utilities v.2 for Win NT ... 89
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PC Anywhere Remote & Host 8.0 for Win'95 & NT 135
Visual Cafe 2.0 for Win'95 & NT ... 89
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20th Century Trivia Challenge (game) ... 22
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*Art Gallery Multimedia MPC ... *(45)*
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*Space Simulator ... *(39.95)*
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Scientific & Technology Library (May'97) ... 23
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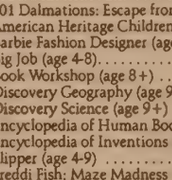

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101 Dalmations: Escape from Devil Manor ... 38
American Heritage Children's Dict. (age 7-12) ... 14
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Calendar Creator 4.0 ... 18.95
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ATLAS / MAP / TRAVEL

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*Cartopedia (by Dorling Kindersley) ... *(31)*
*Compton's Complete Street Guide ... *(17)*
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Bible Rom: Creation / Exodus / Moses / Noah's Ark / Joshua ... 14 each
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The Making Of An Internet Startup—Part XIII

Venture In The Valley

My timing is going to be off for this article. We haven't raised venture funding yet, but we're far enough along the process that I feel pretty comfortable sharing some thoughts with you.

We're Not In Kansas Anymore

This isn't the first time I've raised venture capital. My former software company, T/Maker, raised venture in 1989. It took us about eight months to get a signed "Term Sheet"—an outline of the terms and conditions under which the investment takes place. It's only a six- or seven-page document, but getting to this point was (and is) the most difficult milestone in the venture process... as evidenced by eight months' worth of gaining weight at venture lunches!

Contrast 1989 with iPrint's experience in 1997, and you'll see why the venture process is *nothing* like it was in the '80s... or even the early '90s for that matter. At iPrint, we had a Term Sheet on the table in less than *two weeks* from our initial venture meeting. The Term Sheet was signed less than two weeks later.

Why is venture so different today? There are tons of reasons, and understanding them will help you navigate through the venture waters.

Certainly, we can't ignore the bull market's insatiable desire for IPOs (Initial Public Offerings). Especially *Internet*-related IPOs. Ever since the stock market replaced the money-market account as everyone's favorite "safe" investment, institutional investors have been forced to find an even more successful investment vehicle. As a result, money has been *gushing* into venture funds. Where attracting investors was once considered a tedious process, venture firms are now raising new funds with their eyes closed. In fact, there are far too few venture capitalists to invest far too much money.

But most importantly, there are far too few "reasonable" companies to invest in, creating for the first time in the history of venture capital a "seller's" market of sorts. You haven't heard the phrase "vulture capital" for a while because those venture capitalists that wait to prey on struggling companies are simply getting their meal snatched away by a different breed of predator: Opportunists. These days, you snooze, you lose.

Ever since the stock market replaced the money-market account as everyone's favorite "safe" investment, institutional investors have been forced to find an even more successful investment vehicle.

As a result, money has been gushing into venture funds.

A Good Story

Raising venture capital is different today for other reasons, too.

You'll hear this time and time again, and it's absolutely true: Venture capitalists invest in *people*, not products or ideas. After an incredibly successful decade of entrepreneurialism, the industry is bursting at the seams with amazingly experienced individuals, all wanting to jump back onto the roller coaster for "one more ride."

In other words, venture capitalists in the '90s are investing in a talent pool that the VC's of the '80s only dreamt of.

But an experienced team has to have a "good story," too. And without a doubt, the Internet is a *great* starting point. Like the PC, the Internet will fundamentally change the way we all work and play.

So the trick is to create a good Internet story. I'd like to think that iPrint is such a story. For example, iPrint is up and running, is targeting an enormous traditional market, dramatically improves the way things are done in the traditional business, has a solid business model that can scale quickly, is actually generating real "product" revenues, and is establishing critically important business partnerships.

Put in venture parlance, we've eliminated technical risk and, due to our hyper-progress *and* the lack of any foreseeable online competition, we're minimizing the marketing and sales risks, too. Fundamentally, we're building something the commercial printing industry needs, which means we're creating a sound business asset.

All in all, combine real-world experience and a good investment story with too much money and too few people to invest it, and you end up in a venture capital world where it takes longer to write the business plan than it does to get the money.

And it doesn't look like it's going to slow down any time soon.

There's No Free Lunch

Getting venture may be faster, but it's still a

The Making Of An Internet Startup *continued...*

long, grueling process... a wild roller coaster that will turn your stomach inside-out even if you're prepared for the ride. Remember, it's normal for everything to be "insanely great" one moment, only to find the deal "falling all to hell" the next. Everyone thinks they're ready for this, but in actuality, it's an emotional process.

Expectations are much different today as well. Getting a five-to-tenfold return on your money in a seven-year period was considered a grand slam in 1989. Today's long ball requires a ten-to-twentyfold return in a three-to-four-year period, and this isn't even considered a bases-clearing homerun.

Dead On Arrival

Be aware, however, that the venture process can be stalled. Thinking about creating a business that might get acquired? Think this will be attractive to a venture capitalist? Think again. With the IPO market as hot as it's ever been, acquisition—once a wonderful way to return shareholder value—is now considered a feeble "contingency" strategy at best.

Don't even think about suggesting a business based on advertising revenues... you couldn't *pay* a venture capitalist to sit through the presentation.

Thinking about raising a small amount of money? Unless it's a bona fide seed round (earliest investment to get you up and going) with a fund that specializes in seed investment, you'll run into that pesky oversupply/undersupply problem again: Too much money to invest and too few venture capitalists to invest it. A $500,000 investment meant something in the '80s: Now a venture capitalist can't afford the time to even return a phone call for less than a $1.5-$2.0 million stake.

You haven't heard the phrase "vulture capital" for a while because those venture capitalists that wait to prey on struggling companies are simply getting their meal snatched away by a different breed of predator: ***Opportunists.*** *These days, you snooze, you lose.*

In the '80s, you actually had a slight chance of someone reading a submitted business plan. In the '90s? Just forget it. Because of the reduced timelines, "networking" plays a critical role in investing today. Unless you have an introduction of some sort, hell will actual freeze over before someone picks up your randomly submitted business plan.

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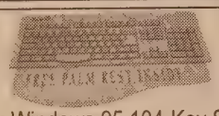
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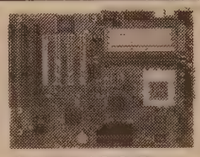

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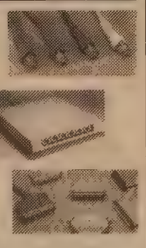

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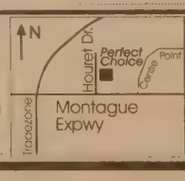

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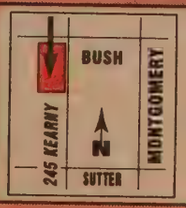

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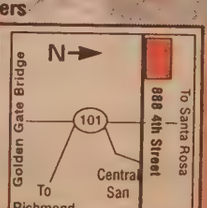

The Making Of An Internet Startup *continued...*

Touched By An Angel

There is another very big difference between raising money today and just a few years ago: An alternative called Angels.

In the '80s, the Angel community was also called the "doctor" circuit because doctors had money and intelligence and a big desire to "play" in business. Unfortunately, the Angel investors of the '80s had very little business savvy, adding nothing to the business process but often distracting from it. Getting money from doctors was considered by many the "death" of a young business venture.

Today, Angels are frightfully sophisticated investors with deep pockets, usually lined with cash from their own successful IPO. I recently read somewhere that five times as much Angel money is invested in small businesses than venture money, so obviously there's plenty to be found.

Still, no matter how sophisticated, being an Angel means being a "part-time" investor. This isn't a disadvantage... this is great news for a lot of people having trouble with the traditional venture venue. By definition, Angel investors have to take what they can get. This means they'll bite at smaller deals and out-of-style opportunities (like advertising-based businesses!). It also means that the due diligence process is a bit easier. Most importantly, however, hooking up with an Angel is a terrific way to establish important networking contacts *and* the start of a track record for those entrepreneurs who have neither.

All in all, combine real-world experience and a good investment story with too much money and too few people to invest it, and you end up in a venture capital world where it takes longer to write the business plan than it does to get the money.

To Be Continued...

Next issue, we'll continue our discussion of venture in the Valley by comparing Angel vs. Venture investors, new vs. experienced funds, how to value your company, and more. ■

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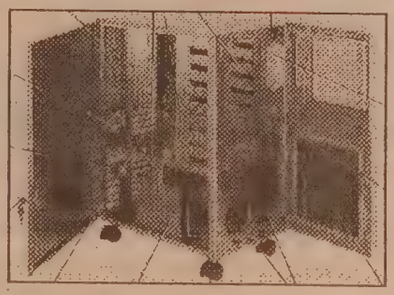

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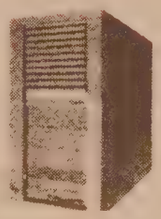

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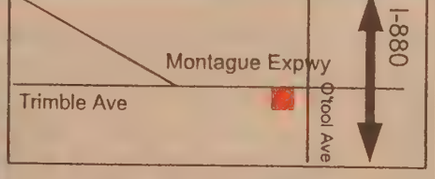

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BY LAURA BELL

Executive Search Firms Online

Casting A Wider Net

As businesses rush to the Internet as a new venue for their operations, executive search firms are making cautious moves in the same direction.

At present, relatively few firms are operating online—as of today's writing, plugging in "Executive Search Firms" into AltaVista yielded only 157 hits, and of those, many are in relatively specialized areas.

Margot Jacqz, owner of Design Search and Executive Recruiters, says that the Web is helpful in her business because she can learn a lot about new or prospective clients by visiting their Web sites.

"I see the move to the Web clearly in my small sector of design specialists, in that several competitors have Web sites and publish email addresses in their advertisements. The Net is natural for communicating and reviewing 'portfolios' on the Web. The trends for us recruiters will follow the trends in the industries we serve."

The Online Headhunter

Patrick D. Bryan is the vice president and CEO of Corporate Personnel, a search firm incorporated in December, 1995. He describes the company's mission as a bit different from the public perception: "The public has difficulty grasping that we don't find people jobs. We represent our clients and other recruiting firms in their search for qualified candidates."

Corporate Personnel's Web site *(http://www.corp-pers.com/resume.html)* has been up since mid-April, 1996. Says Bryan: "Our site is driven entirely by client requirements and requests for assistance from other recruiters. We are constantly undergoing a metamorphosis as the labor market changes.

"The decision to launch our Web site was driven by the lack of opportunities for us to post our job listings on the Internet. All the sites we found were either membership organizations or posting services—too expensive. Since that time, we have accepted split offerings (50/50 commission) from other recruiters.

"In January of this year, we became strictly an Internet business. We no longer accept resumes through fax or snail mail. They have to be turned in as text file attachments through email or through our Web forms."

The Internet-only aspect of the business has changed the way it works with job seekers. "We receive so many resumes that we do not have time to edit anything. If it does not conform to our requirements, we have about four different canned rejection messages that we send out."

Asked about trends in the overall industry, he says: "It is difficult for us to identify trends, since we are totally out of step with the rest of the industry. We refuse to use UNIX-type search devices which will find 'reports directly to the CEO' when you are searching for a CEO position."

The Other Side

Arnold Huberman, Inc. is an executive search and management consulting firm specializing in the placement of public relations and corporate communications professionals. Its Web site, *http://www.huberman.com* , has been up and running since May 1996. The company opened its doors in 1985.

Arnold Huberman himself, the firm's president, explains: "Our area of expertise crosses all industries, including consumer products, financial and professional services, lifestyle health care and high-tech industries (and more).

"Since our specialty is public relations recruiting, we try and monitor developments in the field. When the concept of email press releases first began to take hold, we realized we needed a presence within the framework of the new technologies. A Web site seemed a perfect solution."

Huberman admits, however, the Web site is more for the benefit of the candidates than for the executives seeking them. "The majority of senior level executives use the Web very little. We, therefore, targeted the site to potential job candidates.

"There are several benefits to this: It allows us to reach a worldwide audience at virtually no cost; it allows us to maintain an up-to-date job posting section; it reaches a far broader candidate-base than traditional recruiting techniques would ever uncover, and it allows for the reception of email resumes. Potential clients view the

continued on page 92

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Executive Search *continued from page 88*

site as a plus. The fact that we are current and invested the time and energy to create it gives them a small measure of added comfort. We have established ourselves as cutting-edge recruiters who use technology to improve the quality of the work."

While he concedes that traffic is relatively low, Huberman points out that he's operating within a narrowly defined specialty: "Public relation professionals are a small universe."

Pioneering Perspective

Elaine Wright, marketing manager of Texas-based King Computer Search, Inc., which provides both recruiting and consulting services, says: "Since 1983, this company has provided mission-critical talent to build some of high-tech's most successful companies.

"The impact of the Web/Net on our firm has been significant. We were probably pioneers on the Internet when we were one of the first firms to post job opportunities to newsgroups in the 1989–90 time frame. The response was exceptional in light of the fact that our target candidates were the first Internet aficionados.

"Since then, our firm has made a strategic commitment to the Internet and the Web. Our site is *http://www.kingsearch.com* . We have led the wave of career-posting venues. The Web has definitely helped leverage our resources to expand rapidly geographically, facilitating communication with candidate and clients through the state and the world. The Web transformed our business from a regional one to an international one overnight."

She adds: "The Net is a very important tool for helping make an initial connection and turning it into a placement. We work extremely closely with our clients and candidates to identify and communicate needs—both tangible and intangible. Most of the time, however, we finesse the nuances of closing only through verbal and/or in-person exchange."

No Substitute For Human Contact

While both the Web and the Net as a whole have become accepted as useful marketing tools by the recruiting industry, neither can provide a complete package for any business. That still requires the personal—and very human—touch. ■

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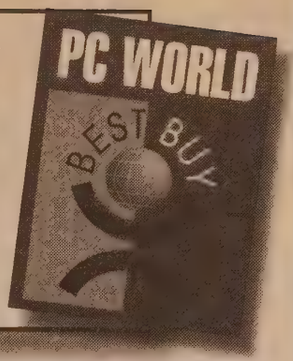

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FRANKLIN

THE BEST OF TIMES

FOUR VENTURE CAPITALISTS ON HIGH-TECH INVESTING IN 1997

BY MICHAEL ROBIN

Throughout human history, changes in how we record and share information and how we communicate have propelled periods of dynamic social change. Communication technologies, such as the printing press, telephone, radio, and television, have fostered revolutionary changes across almost every aspect of our lives. Broad access to information, wide dissemination of knowledge, and the free and open exchange of ideas are critical components for building not only a democratic society, but also to fuel further technological and economic development.

In the American colonies in the 1700s, for instance, pamphlets, newspapers, and books embodied the power of that era's central communication technology—the printing press. Access to these tools meant that the views of the less powerful, those who dared to voice their disagreement with the King, could be shared and discussed with more people than ever before. It also led to the growth of new businesses, providing jobs and encouraging the growth of a literate, knowledgeable population.

Individuals like Benjamin Franklin, himself an editor, inventor, and philanthropist, understood the potential economic and social impact of nurturing new businesses that utilized these communications tools. In *Franklin of Philadelphia*, Esmond Wright observes that "what [Franklin] did not invent he perfected—and advertised. The goal was never speculation for its own sake but action, cures for smoky chimneys, or whatever other ills could be rationally cured."

Franklin invested in a series of printing businesses that would ultimately put this empowering technology into the hands of more people, encourage and nurture new businesses, and support the families of those who worked in this emerging industry. In his autobiography, he explained,

> "The Partnership of Carolina having succeeded, I was encourag'd to engage in others, and to promote several of my Workmen who had behaved well, by establishing them with Printing Houses in different colonies, on the same terms with that of Carolina. Most of them did well, being enabled at the End of our Terms, Six Years, to purchase the Type from me; and go on working for themselves, by which means several families were raised."

In the US today, new communication technologies, such as the Internet, are again changing how we create and share information, as well as creating new jobs and businesses. Similar to Franklin who provided the initial capital for new printing ventures, venture capitalists are providing capital and knowledge for many new companies.

The combination of today's rapidly developing digital communications technologies, a modern venture capital industry, and an expanding US economy has enabled venture capitalists to fund an increasing number of promising ventures. According to a recent survey conducted by Price Waterhouse, total investments in the second quarter of 1997 exceeded $3.18 billion, a 13% increase over the $2.8 billion reported in the second quarter of 1996. Likewise, a total of 697 companies received financing in the second quarter of 1997 compared to 565 companies in the same period last year.

The Price Waterhouse survey also shows that over half of all investments were concentrated in two sectors: communications and software & information. Together they accounted for 346 companies and $1.6 billion.

Not surprisingly, Silicon Valley continues to be the perennial leader. Of the 697 companies attracting venture capital, 190 were based in the Valley. When this is combined with the 20 companies in San Diego and 34 in LA/Orange counties, California received almost 35% of all venture capital investments in the second quarter of 1997.

For *MicroTimes*' 9th Annual Venture Capital issue I interviewed four venture capitalists. Although they all invest primarily in early-stage, high-tech companies, each represents a unique place on the venture capital landscape: Russell Siegelman is a partner at Kleiner Perkins Caufield & Byers, one of Silicon Valley's most influential venture capital firms; Timothy Draper, managing director of Draper Fisher Jurvetson is following in the venture capitalist footsteps of his father and grandfather; Ray Rothrock is general partner at Venrock Associates, the investment arm of the Rockefeller Family; and Jim Breyer is a managing partner at Accel Partners, representing venture investments of major financial institutions, corporations, and other venture capital firms.

Russell Siegelman
Partner
Kleiner Perkins Caufield & Byers

Kleiner Perkins Caufield & Byers has long been one of the hottest high-tech venture capital firms. Its name appears on a long list of big deals, including Ascent, Netscape Communications, Sun, Lotus, Compaq, America Online, and VeriFone. Its philosophy is not merely to provide access to capital, but access to people—"a partnership with experienced industry leaders who recognize, challenge, and even improve on a brilliant idea."

KPCB invests in early stage high-tech companies in the life and information sciences area: In information sciences it focuses on Internet, enterprise, telecommunications, and consumer areas. In life sciences the focus in on drug discovery, medical devices, and health services.

Russell Siegelman is one of the newest members of the team at KPCB, having joined about a year ago. Before joining KPCB, he worked for seven years at Microsoft and does not deny having a "Microsoft perspective." From this email interview, it is clear that he brings more to being a venture capitalist than this perspective. As Siegelman notes, he offers "a lot of relevant experience and knowledge about online service, online content and the Internet from the point of view of trying to do large online service and content projects."

Russell Siegelman: Everything we do is to enable and support that entrepreneur and team—they deserve all the credit.

What does a venture capitalist do? What does a typical day for you look like?

I think our main role is to enable and support entrepreneurs to do their best, which is to build businesses and in the process create jobs and drive an important part of our economy. We pride ourselves in helping to create enduring businesses, and at KPCB we have had a history of being able to do that, but everything we do is to enable and support that entrepreneur and team—they deserve all the credit.

What that means on a day-to-day business is: go to board and management meetings as an advisor on business, technology or financing topics; meet with entrepreneurs to discuss their ideas and plans; meet with my partners to share ideas, review portfolio companies, and consider new investments; recruit management teams and generally helping with recruiting are the things I spend the most time with. I spend more than 70% of my time with portfolio companies and maybe 20% looking at new investments. And I try to spend time with entrepreneurs, even if we are not investing, it gives me a view of what's going on in the market, and because I like to be helpful. You never know when one of your companies will want to work with one of these entrepreneurs, or when you will have a chance to invest at some other time with that person.

What do you see as the parallels and/or differences between today's growing Internet-related investment environment and the early 1980s, during the initial growth of the personal computer?

In both cases there are large platform shifts, which create enormous opportunity. We think the Net is probably bigger an opportunity than the PC shift. One difference is that maybe today people are more aware of the importance of platform changes and the leverage a company can get as their platform becomes widely adopted and as a result becomes a de facto standard. Microsoft was so successful at this, their success has been so studied, and "open" has become a mantra for customers, that today it is very difficult for any company to create a de facto standard. The market is too competitive and competitors and customers are too aware to let any company easily control platform standards in an important market area. Also the telecom infrastructure, an important enabler of the Internet revolution, is more regulated and has no Moore's Law driving its improvements, unlike the PC revolution.

Could you explain what you mean by there is "no Moore's Law" driving the telecom industry?

Moore's Law refers to the doubling of capacity/functionality or corresponding halving in price every 18 months that drove the fantastic development in semiconductor chips over the last couple of decades. At its core this dynamic is driven by physics, the ability to pack more and more circuits on a chip. The telecom infrastructure is not driven by a similar dynamic. The constraints on telecom growth involve putting more fiber, access nodes, and other physical devices into the ground, homes, and buildings. Or putting satellites in the sky. None of these involve the kind of driving force that enabled Moore's Law. Sure there are tremendous advances in telecom technology and they will help, but at the end of the day there isn't the same kind of price/performance curve which enhances the functionality and lowers the price of the most fundamental unit of computation. And of course, then there is regulation, which in some cases holds back the deployment of the necessary physical resources to below the level market forces might drive them. I am not bemoaning these constraining factors in any way, but simply mentioning what has been mentioned by many other commentators, that the telecom infrastructure isn't enabled by the same doubling dynamic that the semiconductor (and thereby downstream businesses, like PCs) has.

How has the explosion of the Internet changed or influenced the type of companies you invest in?

I've only been here for a year, but I suspect the Internet has changed our focus to some degree. I doubt there was an investment in electronic commerce, until Amazon.com, in the history of KPCB partnership. But we have done a couple and continue to be interested in this space. Similarly for online consumer media. Java, a separate phenomenon, but related to the Net, has also created some changes for us.

Last year, KPCB launched its Java Fund that invests only in Java-related companies. One year later, how does the investment landscape look? Has Microsoft's attempt to do its version of Java changed the mix of companies you are considering?

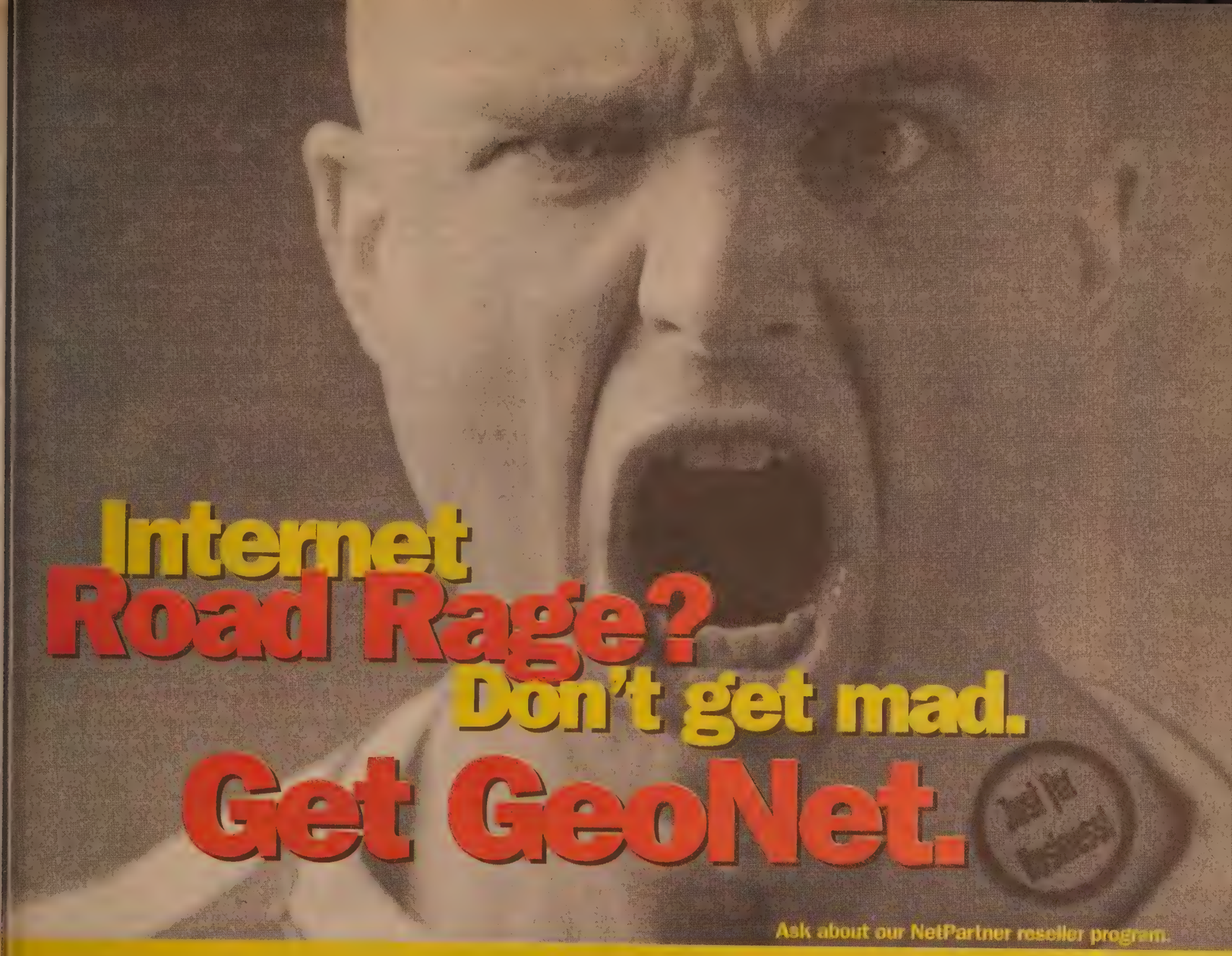
The reception to Java and to the Java Fund has been extraordinary. There are over 400,000 Java programmers today and growing rapidly. There have been over a million downloads of Java Developer Kits and more than two-thirds of the Fortune 1000 are in pilot or deployment of Java implementations.

At KPCB we received over 500 business plans in the first year of the fund—an extraordinary number for a new technical platform. From our vantage point, there is something big happening and our feeling is that it will only continue. There are plenty of issues around the Java platform, regarding standardization, etc., but we don't really take those into account when making an investment. If the company has the right plan and technology, then we take it as a given that they will be able to navigate the standards waters, just like every other software company has to.

Are there any areas that you are avoiding?

We aren't big fans in investing in tools, specifically development tools. With a new platform, such as the Net and Java, there is bound to be a rash of new start-ups doing tools to enable development on the platform. Many of these have great technology, but it is hard to build big businesses in the tools area, and even harder to make money. Tools start-ups grow rapidly at first, but then flatten out as the platform matures, vendors compete and bring down prices, and they often get sold to more mature companies. This is one area we have tried not to run with the crowd and have avoided investing.

continued on page 100



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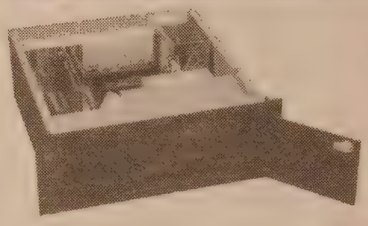

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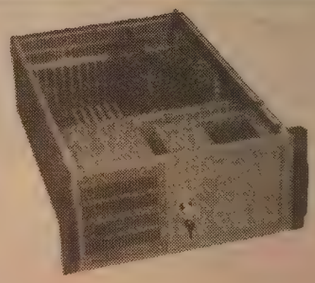

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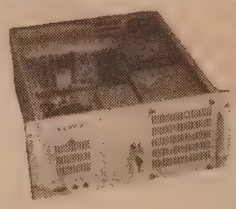

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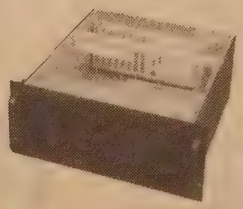

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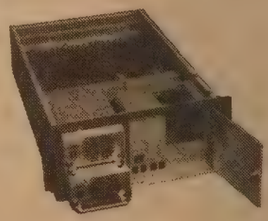

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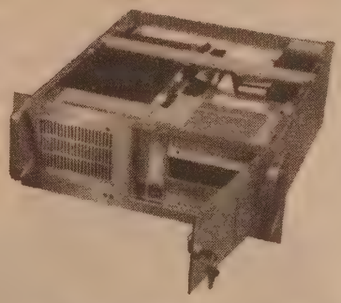

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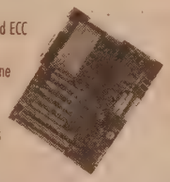

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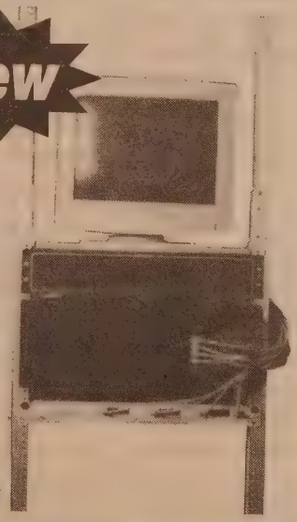

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 continued from page 96

On the other side, where do you see the opportunities?

We see an abundance of opportunities: tremendous growth in datacom/telecom as the infrastructure needs to improve to keep up with the growth of the Internet; all kinds of electronic commerce sites, for both consumer and business markets; enterprise apps as companies move to an intranet platform, to name a few.

Business models, particularly for Web-based companies, are constantly changing—companies are reinventing themselves, changing their plans as the market changes, as new products are introduced, etc. How do you steer through this environment?

I think the Web-based models are new in some ways, but in other ways they aren't different. You need to understand the basics of your business—whether it be retailing, in the case of an electronic retailer, or software development and sales, in the case of an intranet software company—and then identify what might be different about the business as it moves to the Web.

Some people prefer or are better skilled at starting new companies than running older or larger companies. Have you seen an increase in "repeat customers?" Do you prefer these types of customers?

By this question I take it you are talking about repeat entrepreneurs. Sure, people who have done this before are in some measure more likely to be successful again because they have made some mistakes and know the ropes.

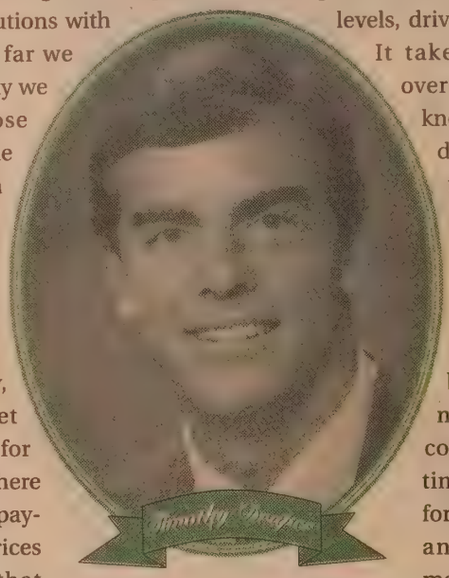
It is hard to find people who want to do this again, because it's hard work and risky, and if you have been a successful entrepreneur, in some cases, you are set for life and don't need (or want) to do it again. On the other side, there are many strong executives or middle managers in larger companies who are being drawn by the opportunity to start something new for their first time. I don't think we are hung up on one model—it all depends on the situation, the individual and how you can match them and create the right team around each entrepreneur.

There is a lot of talk—both real and hype—about the wonders of the global reach of the Internet. How does the possibility of reaching a global market impact your investment decisions? How does it influence the type of companies and products you consider?

We don't think a lot about the global side of an investment, other than to size the overall market for the company's proposed product(s). We understand that a US company is probably going to start in the US, and move eventually outside (some more aggressive than others, depending on market conditions, competition, etc.). We take it for granted that technology products are a worldwide market, and we know that once a company gets going we will be able to help it expand to its natural global reach. So, global market issues don't play a big role in an initial investment decision, unless there is something specific about the product that is relevant to other markets.

The VC industry itself is changing—for example, mergers with financial institutions, partnerships, or the creation of funds that give smaller investors access to IPOs and venture investments. Do you see these changes as being good for the VC industry? The economy in general? Are you seeing a change in who is investing and how investments are made? Where do you see these trends heading?

I don't have an opinion on the merger and acquisition wave in financial institutions with respect to our business. So far we haven't see a change in the way we do business with any of those institutions. A bigger trend, one that has been much written about, is the vast new sums of money pouring into venture capital and the new kinds of institutions investing in this space. Certainly this is something we monitor carefully, because we don't want to get away from what has worked for us historically, just because there is a rush of money, or people paying higher than traditional prices for start-ups. My sense is that these are cyclical trends, and a few years from now things will look a little more like they did a few years before.



Timothy Draper
Managing Director
Draper Fisher Jurvetson

Founded in 1985, Draper Fisher Jurvetson has been the lead investor for the company's first round of financing in the majority of its over 150 high-tech investments. Beyond simply picking technologies that will have a large impact, Draper Fisher Jurvetson believes in a "people-focused approach to venture capital investing."

The Draper name is well known in the venture capital industry. Timothy Draper's grandfather, General William H. Draper Jr., founded Draper, Gaither & Anderson in 1958, after serving as undersecretary of the Army where he was responsible for economic reconstruction of Germany and Japan under the Marshall Plan.

Following in the General's footsteps, his son, William Draper III, started Draper & Johnson Investment Company in 1962. Three years later, in 1965 he founded Sutter Hill Ventures, which he managed until 1981. After serving as administrator and CEO of the United Nations Development Program he returned to venture capital in 1995 by establishing Draper International, which focuses on venture investments in India.

In 1985, Timothy Draper left Alex. Brown & Sons to become the third generation of venture capitalists in his family with the formation of Draper Fisher Jurvetson. So it comes as no surprise that he says "venture capital is in my blood." This interview was conducted via email.

What are your criteria for investing in a company and/or founding team?

Strong educational backgrounds, high energy levels, drive, enthusiasm, persistence. It takes a long time to be an overnight success. We have to know they'll be around in the dark times. It is usually in their eyes.

What part of the product/company life cycle to you concentrate in?

We do mostly raw start-ups. We feel we can make a bigger impact on a company early on by setting a course for the future, by setting values and expectations for the people, and by building an appropriate business model for the company.

What distinguished you from other VC firms?

We are focused exclusively on early-stage information technology opportunities. We were first to advertise. We have made a conscious effort to expand our network throughout the world. We don't have an office on Sand Hill Road. Our returns are generally better.

What is Draper International? What is its relationship to Draper Fisher Jurvetson?

My Dad started Draper International. He was one of the founding fathers of the venture capital industry before becoming the highest ranking American in the United Nations. After having visited 110 different countries, he decided to start a venture fund for India. It is already a financial success. Our relationship is terrific. He sends us a lot of opportunities to invest in companies run by Indians that are based here in the Silicon Valley.

How does the possibility of reaching a global market impact your investment decisions? How does it influence the type of companies and products you consider?

The global markets are making us excited and

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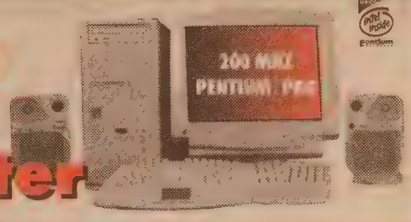

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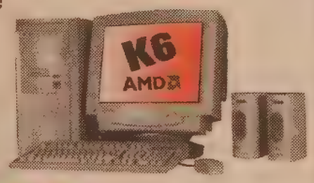

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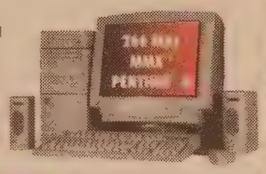

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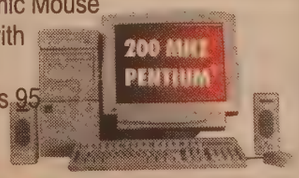

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What do you see as the parallels and/or differences between today's growing Internet-related investment environment and the early 1980s, during the initial growth of the personal computer?

The people I met in the early '80s had to be unusual enough to want to leave their jobs in an environment when the entrepreneurial risk was very great. They took on financial, career, and social risk. Now the barrier to becoming an entrepreneur is lower. They can actually make more money in a start-up, it's easy to find a new job, and failure is only a battle scar.

How has the explosion of the Internet changed or influenced the type of companies you invest in?

We put all our money in the Internet now. Opportunities abound.

Has the number of proposals increased?

By an order of magnitude. We used to have to hunt high and wide for an entrepreneur. Now they send us twenty proposals every day.

How have business proposals changed?

This brings to mind two great stories. First, I-Cube came to us promoting their concept for a new emulation software company. In our due diligence we realized that the chip they had developed to do emulation would be revolutionary in many applications, and would effect larger markets than an emulation company. So, with the help of the founders we restructured the team to build a semiconductor company and develop a new business model.

Secondly, Hotmail came to us as a Web database company. We were escorting them to the door, having turned them down flat, when the founder, Sabeer Bhatia said, "We do have this other idea for Web-based email." My partner, Steve Jurvetson, brought them back in. After some discussion, we funded them, and in our first board meeting, I suggested embedding a message [about the product] in every email anyone sent with Hotmail and because of this unique distribution strategy, Hotmail now boasts seven million email subscribers.

In both cases we helped the founders recruit appropriate management to execute the new business model. It turns out that a better mousetrap is no longer enough to build a successful company in technology. Now, the way a company develops their business model and how they exploit their market is at least as important, and we have been able to help.

Are there any particular areas that you are avoiding because of overcrowding or you just don't see the opportunity to make any money?

We have been avoiding any business that is easily replicable. If anyone can do it, they probably will, and have.

With so many start-ups looking for financing, how important is it to you if a new company would be doing something that complements other companies in your portfolio?

We generally look at each investment opportunity on its own merits. We do however have a great network of forty or so Internet companies. If they can take advantage of our network and that will make them successful, we do take that into account.

What do you think of Java?

Java will be big when bandwidth increases. This will provide a lot of opportunity for new start-ups.

Are you seeing a change in who is investing and how investments are made?

Yeah. People fight to get into hot deals. We would rather find them before they are hot. There are a lot of new faces in our industry now.

Where do you see these trends heading?

I think it is very healthy for our economy. Entrepreneurs will be well funded. People will be employed. New technologies will change our lives for the better.

Venture capitalists fuel change and you work closely with visionaries in the industry. What is the role of the venture capitalist?

The venture capitalist is there to fill gaps. The gaps used to be the money and the management. Now the gaps are business models and flexibility.

Do your social values fit into your investment criteria in the sense that investments steer industry development and thus social development?

They are perfectly aligned. I believe that technology entrepreneurs make our lives better. What better way to spend a life than to help them do it?

Ray Rothrock
General Partner
Venrock Associates

As the venture capital investment arm of the Rockefeller Family, Venrock Associates continues a tradition of funding entrepreneurs that spans the most of the twentieth century. In the 1930s, Laurance S. Rockefeller pioneered early-stage venture financing through funding of emerging aviation and aerospace companies, such as McDonnel Aircraft and Eastern Air Lines.

Today, with offices in New York and California, Venrock remains a high-tech-only capital investment organization—investing in information science, life science and health care services.

Ray Rothrock joined Venrock as a venture capitalist in 1988, after five years as an engineer in the energy industry and then six years in the computer industry. At Venrock he focuses primarily on information and Internet companies. Taking time out from his busy schedule, this interview was conducted over the phone.

What parallels or differences do you see between today's exploding market, in particular the growing number of start-ups, and the early 1980s, with the growth of the personal computer?

Pre-'84, before the PC boom?

There has certainly been an opening of the floodgates of ideas. Just as the very cheap microprocessor made for an expansive platform on which to build products, so has the Internet and the Web. The explosion of TCP/IP connectivity around the world has essentially created what has been called real estate—new real estate. Cheap microprocessors in the early '80s created new real estate to build things on and so has this network, which as been incarnated in the form of an Internet, but it is really an open TCP/IP-based network.

Why is 1984 a demarcation point? When you say 1984, I think of the introduction of the Macintosh, but I doubt that is what you are referring to.

From my perspective, '84 is when Sun, Microsoft, and a few other major companies went public. There was huge rush to the IPO window at that time. It closed down shortly thereafter and, in fact, it sort of slid down hill until '87 when there was a crash. That really shut things down until '90–'91.

A lot of people divide the decade pre-'84/post-'84 in terms of high-tech venture capital. There was a fairly liquid and active stock market before '84, and afterwards it was very tight and hard to get to.

With the growth of Internet-related companies are you getting more business proposals?

More is a relative term. The industry's gotten bigger and so forth. We are still about the size we were ten years ago. We are seeing a couple thousand plans a year.

Are the business models changing?

They are changing not only when they first come in, but also after we make these investments, they change again.

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In the early '80s, it was much more of what you would call a manufacturing business model: You make a product, which costs so much to make, and you shipped it through your distribution channels, usually a direct sales force. These days, the old manufacturing model has changed drastically. Not only have a lot of products become free—so revenues have had to come from other sources such as advertising or membership—but the distribution channels have also exploded in terms of reach as well as the ability to get to a lot of people quickly.

Yes, it has changed dramatically and that has been the case in the last two or three years. Also, the advertising revenue models used to be something that venture capitalists would rarely do, if ever.

Has the level of investment changed?

It is dramatically up. First rounds used to be a million bucks, now they are three, four, five million bucks. The amount of capital required to sustain a start-up company for its first years of operations is two or three times what it was a decade ago.

Is that part of what is driving the increasing number of partnerships?

There is an entrepreneurial view to that, but I think there is also a more macro-economic view.

There is a tremendous amount of liquidity in the stock market. Pension funds and mutual funds have been receiving cash by the buckets and are supposed to allocate n-percent to venture capital. If you look at just the growth of the economy and of the market, there is still only 3-5% going into venture capital. But the basis on which that is made is three or four times bigger. So, the amount of capital that is being earmarked by pension managers is the same percentage, but in absolute terms is two or three times what it used to be. That "oversupply" of capital has created a lot of opportunity for venture capital partnerships to be spawned.

Are there particular areas that you are beginning to see as overcrowded or areas where you don't see how the business model will succeed? And the flip side of that is, where do you see the opportunities?

It's hard to say what's overcrowded or underserved. I don't have a crystal ball and I'm not a world expert on these matters, but obviously there are certain market segments which are hotter than others. Networking is still very hot, it is a huge market and the penetration is relatively low—networking, networking products, remote access, those sorts of things. Security is very hot. As everyone has connected to the network, they've realized that it has made them more vulnerable. Intellectual assets are becoming a more valuable property on the balance sheet of a company and protecting them is driving a lot of investment for new products that will help them manage and protect these assets.

The ability to find things on the Internet has been a very hot area, witness the 4-5 search companies. That's just getting bigger and bigger because we are seeing only the first generation of these products. There is bound to be a second generation—someone is going to come up with a better way to do this and we continually look for the guy who is going to have an edge. Just as in the PC space—spreadsheets, word processors, and so forth—there was a lot of leapfrogging, there will probably be a lot of leapfrogging with Internet applications too.

Some people prefer or are better at building a start-up than working at older, more mature companies. Have you seen an increase in what I call "repeat customers?"

[*laughs*] Yes, we have had a few. Even if it wasn't successful you nonetheless have the benefit of knowing the person; they know you, and you've learned together from the mistakes you made.

How important is it when a proposal complements other companies or products in your portfolio?

It is certainly not top tier, but it is second tier in terms of importance. We get our companies together every so often to have everybody share what's going on so that they can derive mutual benefits. But we don't sit around and look at our portfolio and say, "Here's a hole and let's go out and fill it." We don't look at the world that way.

There is a lot of talk—both real and hype—about the global reach of the Internet. How does that factor into your investment decisions?

It makes for a very large market because it is global rather than regional or national or local. And it makes for a lot of geographic expansion opportunity, which can become very important in time. All those things together make for an opportunity.

It also means that distribution may not be as difficult as it used to be on a global basis, depending on what the product is. If you are selling non-hard assets, non-hard products, like travel services or financial services, you can have an enormous reach. That just didn't exist five years ago—plain and simple, it is new real estate.

Venture capitalists fuel change and you work closely with visionaries in the industry. What is the role of the venture capitalist? Do social values fit into your investment criteria—in the sense that investments steer industrial developments which impact social development?

They do for us. Again, we've been around a very long time. Our limited partners are individuals, members of the Rockefeller family, and a few selected university endowments, which have been invited in. It's a group that has a vision for the development of economic landscape.

We obviously work hard to generate good financial returns for our limited partners, but there is a value to generating jobs, a tax base, and a wealth base for the employees and the other shareholders of these companies. We track that. We don't put it up as our first thing, but we take that into consideration. There are deals that we reject out of hand just because we don't think they are appropriate from a social or political point of view.

Venrock mostly serves the Rockefeller family. How does that differentiate you from other VC firms, if that is even a factor?

It does in the sense that a lot of firms get their money from pensions, trusts, and other money managers that manage huge assets. Because our money comes from individuals and related entities of those individuals, one way to view it is we are closer to the actual owners of the capital. There are not as many people in the food chain. I am not trying to tell you that we are better than others, but we are pretty careful. If a deal is going down we will work very hard to save it and somehow to recover the company and the capital so that everyone will walk away on a friendly basis or on a basis that everyone feels good about, rather than just walking away from a deal. The Rockefeller's never turned their back on anybody and we don't either.

We are beginning to see venture funds opening to smaller investors, what's your sense of that?

Venrock's roots are as an angel, small investor fund. It was the Rockefeller brothers who got together and pulled $5000 or $10,000 back in the '50s and '60s. That's how they got started, that's how Venrock evolved. One of the original angel investors in the nation was Laurance Rockefeller.

We think it is fine. We understand what's going on and think they provide a very important role. We're very willing and able and want to work with these people when a good project

Jim Breyer:

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comes along. We are not very dogmatic in our view of all this.

Jim Breyer
Managing Partner
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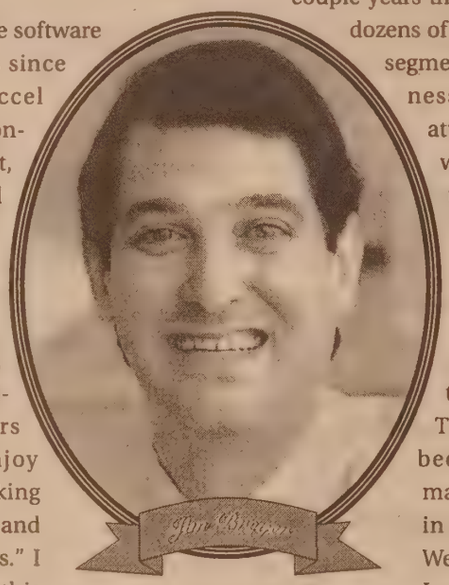

Jim Breyer has been in the software and technology industries since the early 1980s. At Accel Partners, he has been responsible for numerous Internet, enterprise software, and networking investments. For Breyer, being a venture capitalist is more than just acting as a financial engineer. At Accel, he explains, "We view ourselves as business development partners for entrepreneurs. We enjoy rolling up our sleeves, working closely with entrepreneurs, and helping to build companies." I connected with Breyer for this interview on the phone during an otherwise meeting-filled day.

What does an average day for you look like?

I'll give you a feeling for what today looked like: Had a breakfast meeting with an entrepreneur who is leaving a major software company. He's looking to start an Internet company and wanted to run some preliminary ideas by me. It's an individual who I've known for about two years. After the breakfast I had a board meeting at a company called MPath, which is focused on enabling technologies for entertainment on the Internet as well as applications such as multi-player games for the Internet. Next, I had a meeting at a large technology company with senior executives who are looking to partner with young emerging companies. This large company has invested in a number of our start-up companies. Later today I will be meeting with a Wall Street Internet analyst. That's a typical day.

You've been in the high-tech industry for a comparatively long time. What parallels or differences do you see today compared to the early-/mid-'80s?

There are a number of parallels. First, on the positive side, in the last three years there has been a very rapid adoption and commercialization of technologies, largely driven by the Internet. This is very similar to the 1982-83 time period in the personal computing business. We are also seeing a very major upside in opportunities for entrepreneurs. In both time periods, time was compressed and companies were reaching critical mass extremely quickly.

On the negative side, there have been numerous me-too companies that have been funded by venture capitalists. Whereas five years ago, venture capitalists may have funded only a couple companies per industry segment, over the last couple years there have been in some cases dozens of companies funded in certain segments. The search engine business is a good example of an attractive market segment that was over-funded by the venture industry and the public markets. We simply should not have seen ten or so search engine companies funded. The number should have been more like two to three.

There's no doubt we have been in an extreme financial mania in this environment as in the 1982-83 environment. We all know it is going to end. In many ways, these are the best of times for the financial markets.

Do you foresee a shake-out or consolidation over the next couple years?

Absolutely. We are already in the midst of consolidation. We've seen some companies declare bankruptcy this year and others, particularly in Internet commerce and content, will continue to face significant difficulties.

At the same time we could not be more bullish about the upside opportunity that entrepreneurs can take advantage of. In a very meaningful way, the very best entrepreneurs are able to build critical mass much more quickly than ever before. Over the next five years my expectation is we will see a number of home runs in the Internet space. It just simply won't be as easy as it has been over the last couple years.

When you say it won't be as easy, do you mean VCs finding those home runs or for entrepreneurs to get backing?

Both. I think for entrepreneurs to get backing there will need to be a more detailed business plan, more credible technical defensibility, and a valid business model projection. In 1995 and 1996, almost any business plan with the word "Internet" in the introduction seemed to receive funding. Those days are clearly over. Investors need to roll-up their sleeves and focus on many of the details regarding building the business—this is healthy in many ways.

In 1995–96, no one knew what would be a good business plan for an Internet-related business, while today there is a better understanding of what might succeed.

I think that's part of it, but there was a great deal of hype and frenzy in 1995. In 1996, I would character the environment as "The Year of Internet Madness." People were launching companies at an unprecedented rate. Entrepreneurs and capitalists didn't think through the details of the business plan and the opportunity in a manner that they should have. There was simply too much hype and froth around Internet-related opportunities. Over time, with some well-publicized disasters, entrepreneurs are becoming more focused on the details, technical defensibility, and differentiation. That simply wasn't the case twelve to twenty-four months ago.

Companies are reinventing themselves as the market changes, as new products are introduced. What sort of criteria for investing do you use in a constantly changing environment?

There is simply no doubt that the Internet has forced companies to make strategic changes on a monthly basis. Previously we would go board meeting to board meeting and rarely have to make fundamental changes to our strategy. Today, not a board meeting goes by where a major strategic initiative isn't discussed and implemented. Being able to adapt and exhibit a very high degree of flexibility is a characteristic we look for in all of the management teams that we back. Reinvention is part of the very best companies in the Internet space. This simply wasn't the case in the early days of client-server software, for instance.

Are you looking at different types of companies and products today than a couple years ago?

We are. We were among the first venture firms to invest in the Internet. In 1993, we invested in UUNET and looked for other Internet companies that were providing core enabling infrastructure technology to the major ISPs. That was the theme in 1994 and 1995. At the same time in 1995 and into 1996, we looked very hard at companies that were building enabling technology in the system software and intranet segment—companies that we invested in include Collabra, which we sold to Netscape, Illustra, which was sold to Informix, Progressive

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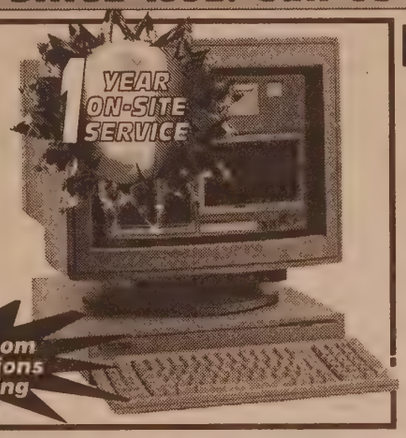

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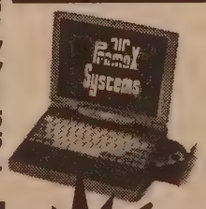

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Networks, and others. In 1996 and 1997, we've become very focused on intranet applications companies, examples would include Actuate in San Mateo, and Portal in Cupertino.

Today, we are also looking hard at new areas such as electronic commerce, Internet security infrastructure, and information-based businesses.

What do you think of Java and the creation of Java-focused funds?

In early-1996 we created an Internet Technology Fund, which invests in core Internet technologies, both in communications as well as software. Java is certainly a piece of what we focus on in that fund as well as a firm. There are a couple of very important investments where Java plays a central role in the opportunity. An example would be AlphaBlox, a start-up company in Mountain View. At the same time, we look at Java as a core enabling technology that almost every one of our companies should be working with.

Is the trend for more capital being required in the early stages?

Absolutely. What we are seeing is that companies initially need to more aggressively build product development and marketing functions. Very typically, a company needs $2–3 million in the first year to aggressively build product and define its market. Previously that number might have been closer to $1 million.

At the same time when a company is about to go into public beta, another major financing is often required. We like to bring in major corporate and strategic investors at this stage, who bring not only money, but major leverage in marketing and distribution. Very often those financial investments are between $5–10 million.

Is this the investor version of Web-time?

It is. It is the combination of the compression of time that the Internet has fueled, at the same time, the importance to being "first to market" has been intensified. These factors are fueling a much more aggressive build-out of products and technologies.

Is there also an increased competition between venture capital firms?

I think the competitive intensity between venture capital firms has been fairly high for four or five years. Venture capital firms are being forced to think hard about where they should be specialized. The days of the generalist venture capitalist, who did a bio-tech deal one day and a semiconductor the next, are long gone. We as venture capitalists are require to specialize by industry and by stage of investment. In addition, the very best entrepreneurs will do significant reference checks both on the individual venture capitalists, who is joining the board, as well as the venture firm.

When a company comes to you with a proposal, how important is it that it complements other companies in your portfolio?

It's not important at all. We look at every business as a standalone investment. Every business that we invest in needs to stand on its own merits. At the same time, because we are so specialized in Internet software and communications, the opportunities to build partnerships between companies is very significant. We encourage the discussion, however, we will never push companies to work together.

What about what I refer to as "repeat customers," people who prefer starting new companies than working at older or larger companies?

We like start-ups. We like to be one of the first investors and help shape the business plan, those are the companies that we get most excited about. Over the last two years we have had over a dozen entrepreneurs, that we have worked with previously, come back to us when they started their next companies. This is one of the most gratifying parts of our business.

How does the potential of the global reach of the Internet influence your investment decisions? Or does it?

It hasn't really has a major influence on investment decisions. We certainly look at the broad opportunities that the Internet presents as a very attractive dynamic that should be taken advantage of. At the same time, we view these companies as highly personal, therefore we do not invest in off-shore companies. Our investments are focused in Silicon Valley and the West in particular, and some activity on the East coast. We believe the personal interaction is a core part of building these companies.

The international partnership activities are very core to what we do as business development partners. Every entrepreneurial start-up needs to start thinking about international partnerships on day one. We have deep partnerships with a number of major European and Japanese technology companies. At the appropriate time and with an appropriately structured deal we certainly help to facilitate cementing these relationships.

Do social values fit into your investment criteria?

They do in a very subtle way. First and foremost, we look to back ruthlessly honest entrepreneurs—honesty and integrity is everything. Secondly, there are certain segments of the business where we have been very proactive, which represent to us areas where not only are these we can make or generate significant returns, but companies aré involved in a very positive way socially. One segment in particular, the education market, has been one of great interest for the firm. We have invested in five education-oriented companies that are all taking significant advantage of the Internet. These are highly gratifying investments for us.

Conversely, are there areas that you would not invest in?

I think that anything that moves in the gray area in terms of reputation and integrity would be highly questionable for us, certain adult entertainment sites, for instance, would be areas that would be of no interest to us. ■

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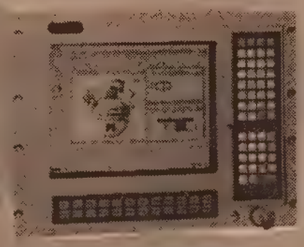

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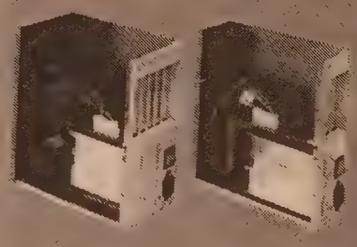

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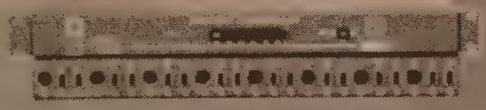

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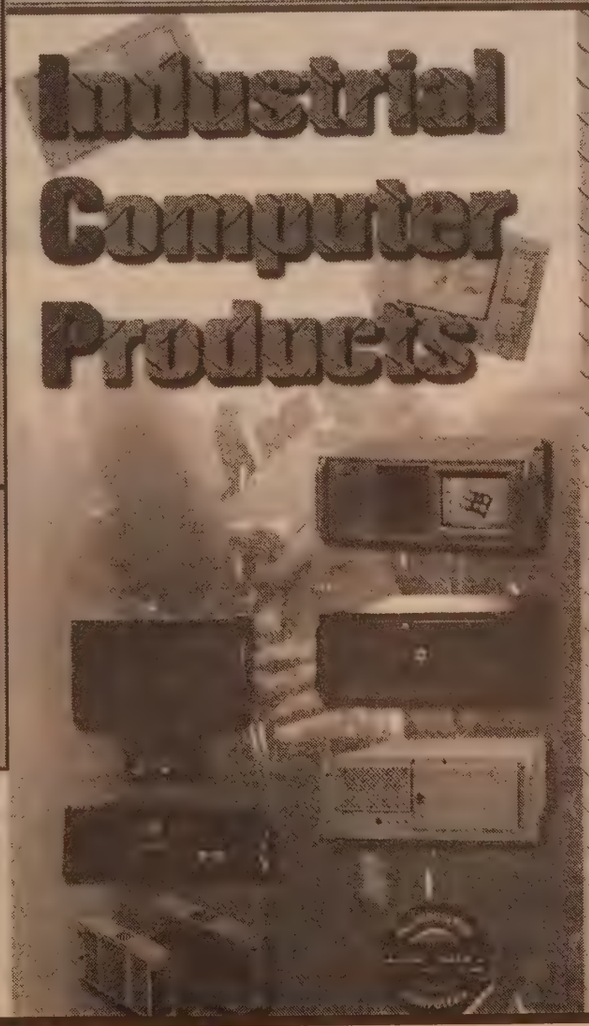

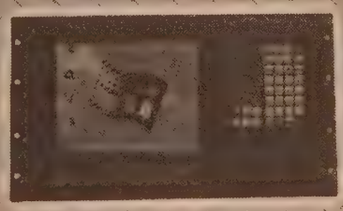

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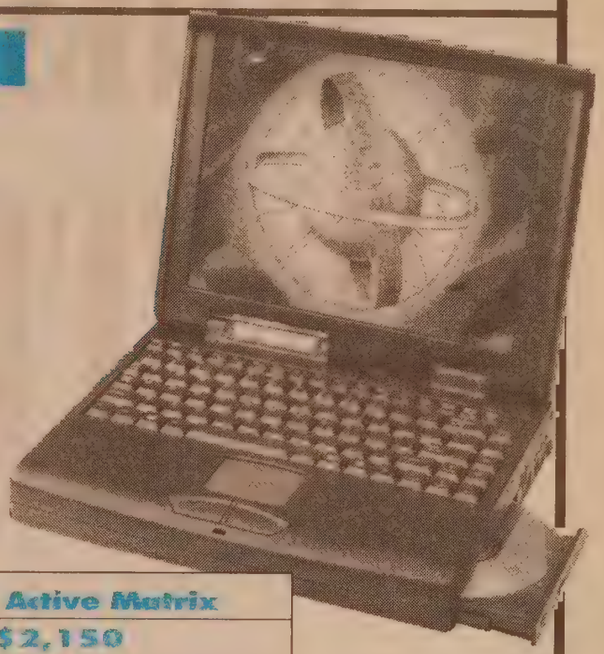

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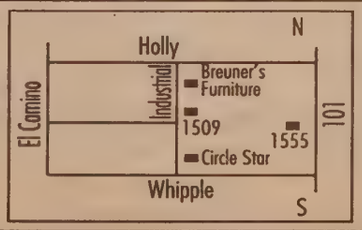


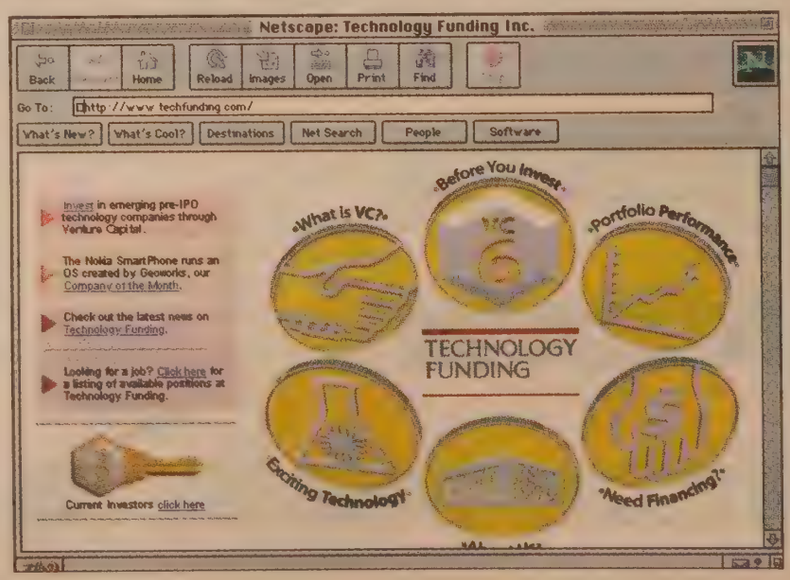
Raising Money On The Internet

Technology Funding Brings Venture Capitalism To The People

By Cassidy F. Allen

The behind-the-scenes workings of venture capital have traditionally been a murky area for the general public; at best, the common man conjures up images of well-manicured businesspeople lugging leather briefcases heavy with "liquid assets" and closing deals via cellular phones; at worst, the common man doesn't even know what "venture capital" means. That's no surprise, since the VC world of high-risk, high-return investment has, traditionally, always been an area populated by the financial elite. Only individuals, corporations or investment firms with the luxury of "money to burn" (often almost literally, especially in the technology sector) can afford to potentially absorb the massive financial losses inherent in the high-risk world of startups. And, similarly, only these millionaires and billionaires would line their pockets when the next "killer app" or computing trend that they've funded has hit the jackpot.

But Technology Funding (*http://www.techfunding.com*), an eighteen-year veteran of the venture capital industry, is offering to democratize all that. Now the semi-average Joe with $60,000 in assets (excluding home and automobile) and a gross annual income of $25,000 or more can gamble with startups, sharing in the massive returns on investment that venture funding can offer (as well as the crushing losses). And there's no phone calls to make or meetings to attend with consultants; all one needs is a PC and Internet connection. Yes, it was bound to happen sooner or later: Venture capital opportunities are now being offered on the Internet.



Some industry veterans are applauding the move as a bold victory for the concept of the free market; others, such as Mark Gorenberg of Hammer-Winblad, have lambasted the move as "a kooky idea." Ellen Brodbine, director of communications for Technology Funding, agrees with the latter view in principle, but sees her company's effort as an exception.

"It *is* a kooky idea for most venture firms," Brodbine says. "Not for us. Technology Funding has raised money from individual investors for over eighteen years. In doing so, we have developed and improved the systems required to support and communicate with a large investor community. By using the Internet as an alternative distribution channel, we can further improve communications to our investors and potentially reduce costs to the fund for marketing, distribution, and print communications."

Essentially, Technology Funding is doing what it has always done: building VC funds small investor by small investor, accruing and apportioning cash not unlike the more-familiar mutual fund. Instead of stocks and bonds, though, Technology Funding puts its clients' money into high-risk techno-startups. But by offering its services via the Internet, the company has effectively reached out to millions of potential

continued on page 231

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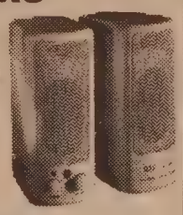

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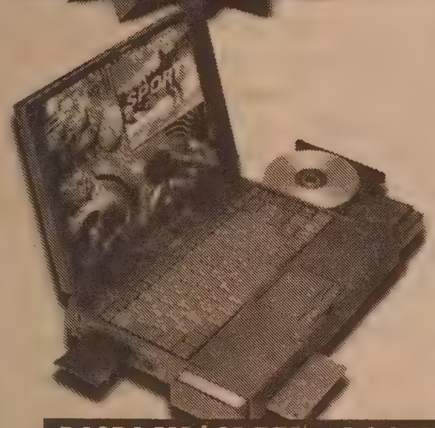

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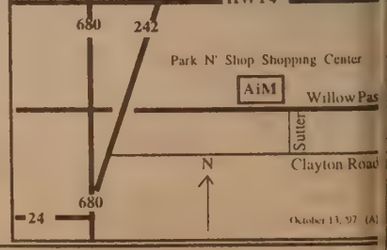

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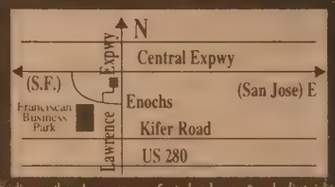

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BMUG • By Peter Linde and Sam Penrose

Still Crazy After All These Years?

Why We Still Care About Macintosh

Last month's column was full of optimism for Apple's future. Shortly after its publication, Apple, led by Steve Jobs, set about killing the MacOS clone market.

This month, we'll start with Sam's thoughts on why we love the Mac (and why Windows users don't particularly care one way or the other about their computers). Then I'll talk about Apple's changing attitudes regarding MacOS clones, and what the recent destruction of the clone market means to Mac users.—Peter

A User's Tale

By Sam Penrose

In faith, I do not love thee with mine eyes,
For they in thee a thousand errors note;
But 'tis my heart that loves what they despise,
Who in despite of view is pleased to dote.
—W. Shakespeare

Every day, thousands of otherwise rational and productive people spend valuable time devouring articles, press releases, and rumors regarding a medium-sized computer manufacturer. Some have practical motives, but most seem transfixed by the drama itself.

Apple's story features as many characters, recurring themes and plot twists as a Shakespeare play. Gil Amelio: Prospero loving by letting go, or Polonius nattering while darkness gathers? Steve Jobs: Prince Hal reclaiming the throne and restoring the nation, or King Lear making a doomed effort to save the realm he abdicated? Bill Gates: evil Richard III seducing Apple in front of the very coffin of her market share, or good Iago helping Othello through a little spat with new spouses Power, Motorola, and UMAX?

As Apple's reputation and the morale of its fans reach new lows, you might ask yourself why people care so much. Microsoft and Intel dominate the market; you would think they'd dominate the public imagination as well.

We know Bill Gates is rich and powerful and rich, but he comes across as an exceptionally smart reptile. We fear his teeth and covet his wealth, but he doesn't engage more complicated emotions. Apple, on the other hand, often seems like a soap opera disguised as a business.

At first glance, the Microsoft story appears rather similar to the Apple story. Each company was founded by a pair of geeks, and each grew to about $10 billion in sales over the next fifteen years. In each case one geek cashed out early while the other continues in the executive trenches. Even the technology has converged: Windows 95 has many of the user interface features long associated with MacOS, while MacOS 8 has many of the complexity problems long associated with DOS and Windows. But for all these similarities, there is an essential difference which makes people care about Apple in a way they never have about Microsoft.

Apple was founded by two people who wanted to take the best ideas they knew about what a computer could be and make them real. Its history has been a continuous quest to create fabulous technology, with selling it always something of an afterthought. Microsoft was founded by two people who also enjoyed computers but whose main interest was in making a lot of money. Its history has been a continuous quest to sell whatever technology they could invent or trick others into giving them, with the merit and usefulness of that technology always something of an afterthought.

At the press conference introducing the Macintosh, it appeared with a picture of the word "hello" on its screen in hand-written (mouse-written) script. It seemed that the computer was greeting us. People fell in love. Such sentiment over a PR stunt would appear to capture all that is infantile about the cult of Macintosh—computers as ersatz personalities—but at the core you will find an accurate judgment about what computers really are.

Computers are tools. Programmable computers like the Mac and Wintel boxes are a special kind of tool, endlessly flexible within a certain mathematical universe, but mostly we use them to write little notes: emails in Eudora, reports in Word, data entries in FileMaker or Excel, brochures in PageMaker. Elegant tools mirror their users; they work as if they understood how people work. We expect axes to suit our hands, speedometers to suit our eyes, and telephones to suit our ears and mouths. As information machines, computers should suit our minds, and in particular they should be optimized for writing little notes. Thus the burst of recognition at the little computer that could scribble "hello." It was obviously a good tool.

There is another way to look at the personal computer, of course, and that's as a product, a box that is manufactured and sold like any other. More people by far actually boot Windows than MacOS each morning, but the core of Apple's customer base has always been people who are buying a computer for their own use. The core of Microsoft's customer base has always been managers who are buying 2,000 computers that their subordinates have to use, whether they like it or not. That's why the pointedly inefficient DOS reigned for so long, and why Windows remains inelegant even as it gets more useful: You care about the gracefulness of the box you have to stare at all week, but some guy in MIS sure doesn't.

The punch line is that they don't care about cost-benefit analysis either.

continued on page 124

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For years, independent surveys have demonstrated that giving an employee a Mac costs less and returns more than giving them a Wintel box. For years, middle managers have read those reports, yawned, ordered a few thousand more PCs, and been promoted for it.

That dissonance between the computer as tool and the computer as product is why we still care passionately about Apple and the Mac. We know that Microsoft occasionally creates best-of-class tools like Excel and we know how stupid, arrogant, and self-defeating Apple can be. But we cannot imagine that Microsoft will ever expend the slightest bit more energy improving our tools than necessary to ship truckloads of product to corporations and retailers.

Apple's history reminds us that tools are supposed to match our needs rather than vice-versa, that the exchange of money for computer is a means to an end rather than an end in itself.

We have no idea what is going to happen with Apple in the next six months. We don't know when the multimedia features of today's computers will shift from disconnected, specialized functions to the sort of integrated tool set that the Mac has always provided for handling print. Few of us would bet good money that Apple will be around when that technology is invented. But we suspect that future platform will be backwards compatible with the current version of QuickTime—and we're positive it won't be invented at Microsoft.

Elegant tools mirror their users; they work as if they understood how people work.

We expect axes to suit our hands, speedometers to suit our eyes, and telephones to suit our ears and mouths.

As information machines, computers should suit our minds.

MacOS Clones and the Physics of Market Share

By Peter Linde

Ask the former commander of the Mir space station about inertia. A few months ago, he became intimately acquainted with its effects.

Inertia, for those of us who chose English Lit over Physics, is the tendency of a body in motion to stay in motion unless acted upon by another force. In the case of the astronauts aboard Mir, the body in motion was an unmanned cargo ship. The force that acted to stop this body in motion was the outer wall of the Mir space station. The results of this tiny lesson in inertia were nearly devastating to those aboard the space station and were, ultimately, devastating to the commander's career.

BMUG members who love their Macs are all too familiar with the effects of inertia on the world. Microsoft has it. Apple has been trying to get it back. Every day we are confronted by the effects of this struggle.

Last month, I wrote a column in this space, full of optimism for Apple's future. Shortly after its publication, Apple, led by Steve Jobs, set about killing the MacOS clone market. The first sign of trouble came when Apple refused to sign agreements with the clone manufacturers that would allow them to include OS 8 with their machines. Then came word that Apple would not certify any CHRP (Common Hardware Reference Platform) machines made by cloners. This would make it impossible for cloners to stay in business.

Finally, Apple let the other shoe drop when they announced that they would be buying Power Computing, the largest MacOS cloner, out of the MacOS clone business. This week saw announcements by other Mac cloners that they will soon be ending their efforts to extend the Mac market.

The destruction of the clone market is an attempt by Jobs to build back inertia for the best darn little operating system in the world. The question is: Is the attempt misguided? Unfortunately, there is no sure answer at this time. Most BMUGers seem to be unhappy about the end of the clone era. Most on-line and print pundits, like Ric Ford of Macintouch (*http://www.macintouch.com*) are unhappy about it.

Let's try and examine this change in course from an historical perspective. A long time ago, Apple had a choice: License the MacOS and open the door to cloners, or be the only company to sell Macs. As we all know, Apple chose not to license.

It's easy to look back now and say that Apple made a tragic, or even stupid, mistake. Today, Microsoft and Intel dominate the desktop PC market. Apple is having trouble maintaining market share. But it's also easy to make an argument that they made the best choice they could for the time. There exists an example of what could have happened had they played it the other way.

In the '80s IBM was one of the largest companies in the world. For a while, IBM dominated the PC market with premium-priced desktop machines that ran a wonderful little operating system called DOS. They made huge profits. It seemed that IBM was a juggernaut that could not be stopped.

Then some smart folks came along and reverse-engineered the components of an IBM PC, and the IBM-compatible clone market was born.

Jumping back to the present, when was the last time you heard someone refer to a PC as an IBM compatible? Yet three to four years ago, that was what they were called. Now, with players like Compaq, HP, and thousands of Mom and Pop PC shops selling PCs, IBM is a small player in the PC hardware market. They lost control of the hardware. It became a commodity with much of the profit removed. IBM could no longer compete in the market it helped to create.

So, Apple chose the other route. By doing so, they were able to continue selling Macs at a premium price, unconcerned by the problems that competition might present. This strategy actually worked quite well for many years. Apple made billions of dollars in profit over the years. PC vendors could only dream of the higher margins that Apple was able to command for its CPUs.

But those higher margins came at a now-obvious price. Companies and individuals, enamored of the idea of saving money, purchased the technologically inferior, less intuitive PCs instead of the cooler, more expensive Macs. In addition, PC vendors did an excellent job of portraying the Mac as a toy, rather than a serious computer. Apparently, in order for a computer to be serious, it needed to be difficult to use and nearly impossible to repair when problems did arise.

This points to the other reason that those in charge of Apple felt they could get away with being the only vendor of Macs: They believed they had a clearly superior product. They believed that the world would recognize that the revolutionary Macintosh Graphic User Interface was miles ahead of anything offered by the competition. And once the world saw how much better Macs were, the world would beat a path to Apple's door.

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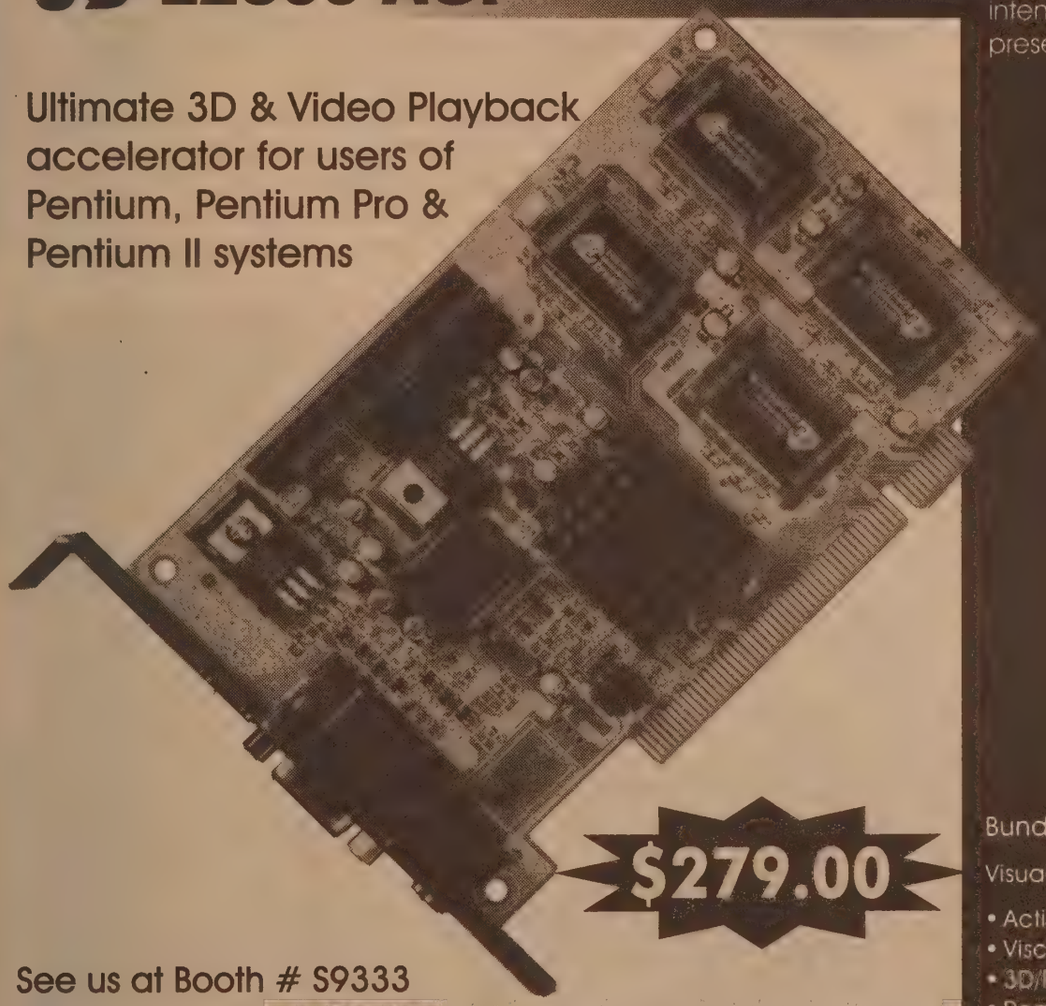

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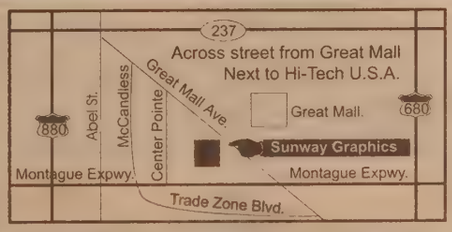

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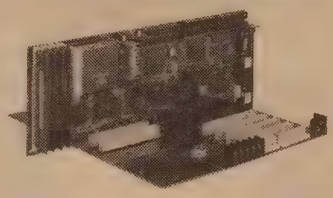

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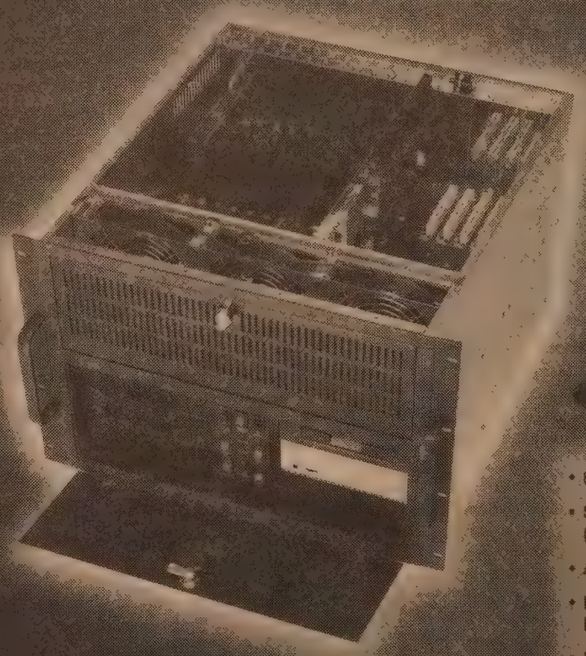

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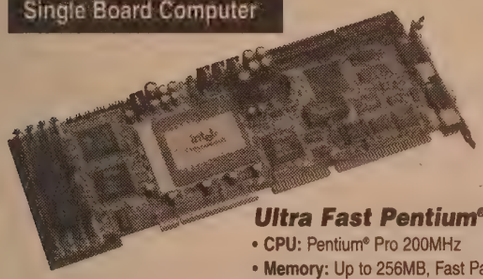

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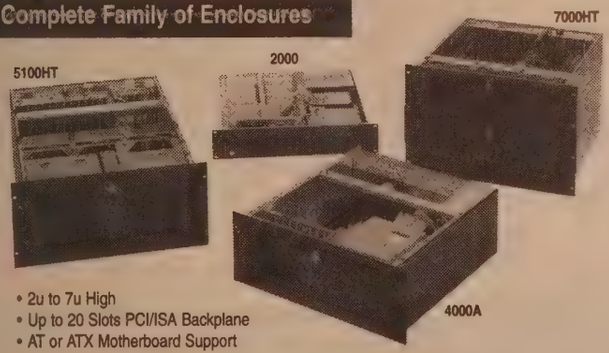

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But Apple underestimated corporate America's desire to save money on the bottom line. If you are looking at buying not one computer, but hundreds or even thousands, even a small difference in price can add up quickly. And the difference in price wasn't small.

Quickly, DOS, and later Windows, began to build incredible inertia throughout corporate America. Once Wintel machines had gained that inertia, buying Macs started to be seen as a liability. After all, they were more expensive, and they were so much more simple to use, they surely must be toys, right?

In the business world of today, people seek safety, and there is definitely safety in the domineering market share of Windows-based PCs. Many corporate information systems departments are finding it safer to go with the mentality that states: If the other guy has chosen it, I won't get in trouble if I choose it. So, they choose to ignore what is all too obvious to Mac users and user group members everywhere: The Mac is easier to use, easier to fix when it breaks, and just an all-around better OS.

These aren't just subjective comments. Numerous studies by independent groups, such as the well-respected Gartner Group, have shown that people are more productive on Macs than PCs, that Macs are less expensive to maintain than PCs in a corporate environment, etc.

But inertia can be a hard force to overcome.

In an attempt to build more inertia, Apple decided to allow cloners to license the Mac OS. From the standpoint of computer users, this was a great thing. Better, faster, cheaper Macs hit the street in no time. In some ways, Apple lost its edge in the hardware department (sound like IBM?). Power Computing built machines to order. Other companies beat Apple to the market for multi-processor machines.

The market share of MacOS computers actually began to grow! However, Apple's share of those hardware sales began to slump. Steve Jobs argued that Apple would not survive if Apple continued to subsidize the cloners by selling the OS to them. Therefore, he made it impossible for the cloners to continue.

Only time will tell if Steve Jobs is privy to some information that the rest of us lack. Steve Jobs was widely hailed as the only man who could give Apple back its inertia. From my perspective, and that of many BMUGers, it seems that his latest move has only added to Apple's inertial decline. ■

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The destruction of the clone market is an attempt by Jobs to build back inertia for the best darn little operating system in the world. ***The question is: Is the attempt misguided?***

BMUG Calendar Of Events:

In addition to our regular meetings, BMUG will be hosting BizFest on Saturday, October 18, on the UC Berkeley Campus in the Pauley Ballroom from 10 am to 6 pm, with a keynote speech by Gil Amelio! We will also be hosting our famous Rummage Sale on Saturday, December 6 from 10-5pm at the BMUG Office.

Check out the BMUG Web site at *http://www.bmug.org* or call BMUG at (510)549-2684 for details.

What Is BMUG?

BMUG is an educational non-profit computer user group providing know-how, software, and opportunities for 10,000 computer users from countries around the world. We are in the business of giving away information.

BMUG publishes and distributes some of the best computer books and CD-ROMs available. Our semi-annual 400-page "Newsletter," sent to every member, contains scores of articles on every facet of Macintosh computing, the Internet, and more, plus hundreds of megabytes of useful software on the included CD-ROM, all without a single advertisement. Our three BBSes are thriving virtual communities where thousands of people share information about everything from how to defragment a hard drive to how good the latest Emma Thompson movie is, all presented through the friendly FirstClass user interface.

The BBSes also offer access to much of our constantly updated software library. BMUG offers volunteers a broad range of opportunities to learn valuable skills while helping people and having fun. We support over a dozen free Special Interest Groups aimed at everyone from complete beginners to professional programmers, where any member of the public can come to get questions answered. Members can make appointments with our valiant volunteer hardware gurus to get memory installed or mysterious problems examined.

You can learn more about us on our Web page at *http://www.bmug.org*, where you'll find schedules, maps, our guide to the best products for MacOS and general computing, and software and instructions you can use to take a free tour of our Planet BMUG and BMUG Boston BBSes, available by direct dial or over the Internet. Our office at 2055 Center St. in downtown Berkeley is open from 9 am to 5 pm. Come say hello there or at one of our meetings: weekly on the UC Berkeley campus and monthly in San Francisco and San Jose. For more information, call the announcement line at (510)549-2684, ext. 8. You can also fax us at (510)849-9026 or write us at 1442A Walnut St. #62, Berkeley, CA 94709-1496. Join us!

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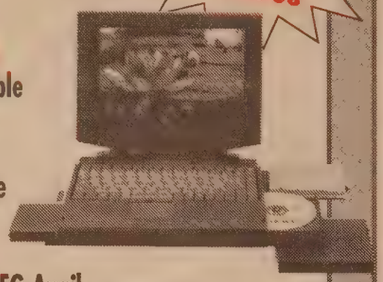

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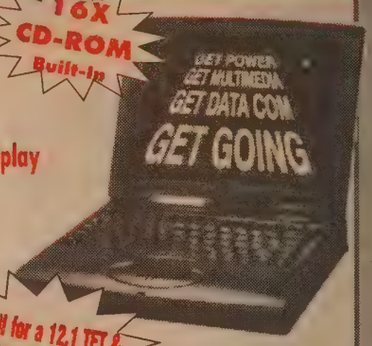

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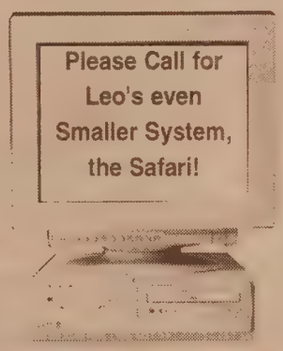

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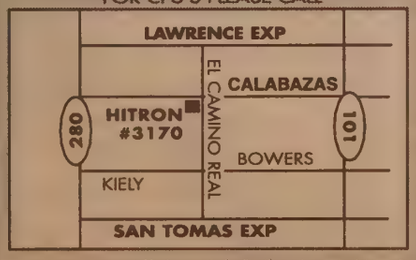

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Whose Time Bomb Is It, Anyway?

Tracing Random System Problems To Motherboards That Were Manufactured With Cost-Saving Capacitors

By Woody Liswood

If your computer time is spent working on a PC clone, you may have (or might shortly have) a problem with your motherboard. Some of the cheaper motherboards use aluminum electrolytic capacitors rather than slightly more expensive tantalum capacitors. Aluminum capacitors degrade over time, and lose the ability to supply a steady voltage. What this really means is that your motherboard may be a ticking time bomb just waiting to go off and shut down your computer.

Last December, for no apparent reason, my desktop PC started experiencing random "blue screen" errors on startup and began locking-up in the middle of my work. Blue screen errors, also known as the BSOD (Blue Screen Of Death), occur under Windows 95 when a major problem happens in the operating system. Windows 95 gives you a bright blue screen and displays, in white letters, the type of error it is and a series of memory addresses. Since the computer is now completely locked up, you must do a cold boot to do anything. Naturally, there is nothing in the Windows 95 documentation that tells you what the error messages mean or what to do about them.

Without getting overly paranoid, I began to save every five minutes just so I would not lose too much work at any one time. Since the problems gradually came upon me, I didn't really believe that Windows 95 was the culprit. However, to be safe I called Microsoft for help. The only advice they offered was that the blue screen errors were indicative of a video problem. But even with the latest version of Windows 95 (OSR2, available only to dealers) that is supposed to have a more stable video driver, the frequency of the problems decreased, but did not disappear.

Next, my attention turned to the display board. I called Number Nine and Diamond for comment. They said that their video boards expect strict compliance with the Intel standard for bus timing and blamed the lockups and blue screen errors on cheap, non-standard chip sets that clone manufacturers may use to drive the motherboard and CPU rather than genuine Intel chip sets. I tried video boards by Hercules, Diamond and Number Nine along with some clone cards but could not detect a change in any of the problems.

If you are using a clone motherboard with aluminum electrolytic capacitors, most likely you are headed for problems.

Since the board manufacturers said the problems were due to compliance with Intel specifications, I called Intel. They refused to comment, but told me about a company that had been testing motherboards and that I might be interested in their findings. The tests showed that some motherboards manufactured in the US and overseas included the cheaper capacitors which would degrade over time and no longer supply correct voltages and correct timing to the CPU.

I immediately installed a newer version of the same motherboard I was using and *all* the problems went away. No lockups. No blue screen errors. Just a nicely stable computer. I tested three different *new* motherboards without any problems: an Intel Pentium 100, a Cyrix P166 and an AMD K6. I returned to the older motherboard and the problems returned. I also tested the older motherboard with different CPUs—AMD, Cyrix, and Intel. All of them had the same problems.

While I will not go so far as to recommend only using genuine Intel motherboards, I can positively say that if you are using a clone motherboard with aluminum electrolytic capacitors, most likely you are headed for problems. ■

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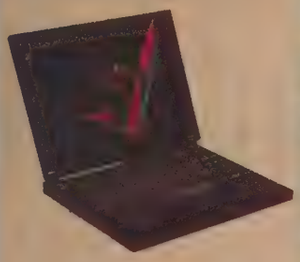

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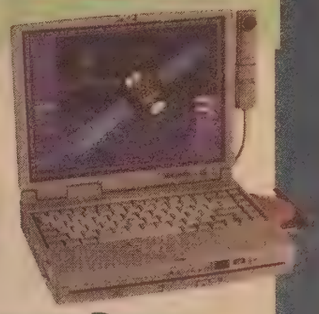

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440CDX	P133-MMX	16MB	1.34GB+10X	12.1" Fast Scan	$2278.
440CDT	P133-MMX	16MB	1.34GB+10X	12.1" Active Clr.	$2498.
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3600CT*	486 DX2-50	8MB	500MB	8.4" Active Clr.	$998.
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520CDT	P166-MMX	32MB	2.02GB+10X	12.1" Active Clr.	$4178.
530CDT	P166-MMX	32MB	2.02GB+10X	12.1" Active Clr.	$4348.
730XCDT	P150-MMX	16MB	2.1GB+6X	13.3" Active Clr.	$3498.
740CDT	P166-MMX	16MB	3.0GB+10X	13.3" Active Clr.	$4898.
740CDT-NT	P166-MMX	16MB	3.0GB+10X	13.3" Active Clr.	$5398.
740CDT	P166-MMX	16MB	2.1GB+10X	13.3" Active Clr.	$4698.
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Extensa 650CDT	Pent-™/133	16MB	2.1GB	11.3" SVGA Active Clr	$2798.
Extensa 660CD	MMX/166	16MB	1.35GB	12.1" SVGA DSTN	$2728.
Extensa 660CDT	MMX/166	16MB	2.1GB	11.3" SVGA Active Clr	$3208.
Extensa 900	Pent-™/133	16MB	1.35GB	12.1" SVGA DSTN	$2158.
Extensa 900T	Pent-™/133	16MB	1.35GB	11.3" SVGA Active Clr	$2528.
Extensa 900CDT	Pent-™/133	16MB	1.35GB	11.3" SVGA Active Clr	$2908.
TM-6020	Pent-™/120	8MB	1.08GB	11.3" SVGA Active Clr	$2048.
TM-6030	Pent-™/133	16MB	1.35GB	12.1" SVGA Active Clr	$2328.
TM-6050	Pent-™/150	16MB	1.35GB	12.1" SVGA Active Clr	$3078.
TM-6160	MMX/166	32/96MB	2.1GB	12.1" SVGA Active Clr	$4658.

Model	Processor	Ram	HD	Screen	Price
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OmniBook 800CT	Pent-™/166	16MB	2.1GB	10.4" SVGA TFT	$4348.
OmniBook 5700CT	MMX/150	16MB	2.0GB	12.1" SVGA TFT	$4368.
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OmniBook 5700CTX	MMX/166	32MB	3.0GB	12.1" XGA TFT	$5598.
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Vision Book Pro	Pentium™/166MMX	32MB	3.0GB+10X	13.3" Active Clr.	$4548.
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Vision Book Plus	Pentium™/150MMX	16MB	144GB+10X	12.1" Dual Scan	$2298.
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A Global Conversation On Knowledge For Development

A Report From Global Knowledge '97

By Michael Robin

"The information revolution is unthinkable without democracy and true democracy is unthinkable without freedom of information."

Kofi Annan, secretary-general, United Nations
Opening Plenary, Global Knowledge '97

"Technology is not a magic bullet. It's not just a case of saying 'We'll put everyone on the Internet and all the world's problems will go away.'"

Kerry McNamara, conference secretariat

For four days in Toronto at the end of June, the World Bank and Government of Canada brought together over 2,000 people to share their experiences on the role of knowledge for economic and social development in the Information Age. The Global Knowledge '97 (GK97) conference's goal was to help develop a better understanding of the use and impact of information and communication technologies, or ICT, in underdeveloped countries.

A conference that explores ways of "harnessing the information revolution for economic development, social cohesion, and poverty alleviation in the 21st century" may sound like common fare when we are bombarded daily with announcements proclaiming the wonders (or horrors) of the "Digital Revolution." In the abstract, the list of topics discussed at GK97 reads like a sampling of *MicroTimes*: the Internet in schools, distance education, telemedicine, remote and wireless access, business on the Internet, privacy and security, digital publishing, the impact of the information age in the workplace, etc. But the challenges addressed at this conference were anything but usual, and the list of participants was anything but typical.

Few people would disagree that information and knowledge—enabled by new digital technologies—will play a critical role in ways individuals, communities, and nations learn and work together in the 21st century. However, the social, political, and technical challenges surrounding global connectivity dramatically change once you leave the so-called developed countries such as the US, Canada, Japan, and Western Europe. It is difficult to see how "the power of the Internet" alone can make a positive difference in the lives of the majority of people around the world when 1.3 billion people—one-third of the global population—lives on less than $1 a day, nearly one out of four adults are unable to read or write or do simple arithmetic, and roughly 840 million people go hungry every day. For hungry or minimally literate people who may not have electricity in their home, or may never have used a phone, network access to the libraries of international agricultural research centers or universities is probably not high on their weekly to-do list.

The Conference

The schedule of events at the Global Knowledge '97 conference were as ambitious as its goals. Organizers brought together representatives from governments, academia, science and technology, business, international organizations, non-governmental organizations, and grassroots organizations. Participants came from 124 countries—rich and poor, small and large, wired and unwired. Of the 2,000 people attending GK97, the World Bank provided 500 conference scholarships, while some of the co-sponsoring organizations helped defray the costs for others.

Throughout the nine plenary sessions, from the welcoming presentations by Canadian Prime Minister Jean Chrétien, World Bank President James Wolfensohn, and United Nations Secretary-General Kofi Annan, to the closing address by Nobel Laureate and chief scientist of Lucent Technologies, Arno Penzias, there was a diverse array of speakers covering an equally diverse range of perspectives. Speakers included presidents and government ministers, executive and program directors, staff who implement development programs, CEOs, researchers, and professors.

The Welcoming and Opening Ceremonies, on Sunday evening and Monday morning, were designed to create a framework that would be shared by all participants during the conference. In his welcoming and opening remarks, Wolfensohn reminded the audience that while the technology may be different, the needs they addressed were not new. He stressed that it was important to remember to measure results in terms of human and social improvements and not become distracted by the detail of technology.

Annan underscored Wolfensohn's remarks by pointing out that although squalor amid wealth is a social problem, the eradication of poverty is equally possible by social action. He observed how the work of development has been transformed by information technology and that information contains a potential for democratizing power. Annan's words, "Knowledge is power, information is liberating," were echoed

continued on page 138

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- Keytronic 104 Keys PS-2 Enhanced Keyboard
- ATX Medium Tower Case w/ 235 Watt Power Supply
- Microsoft Ergonomic PS-2 Mouse
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- Intel Triton 430TX Chipset
- 512Kb Cache (Pipelined Burst Sram)
- Intel CPU MMX P5-166MHz
- CPU Cooling kit w/ Heatsink & Fan (Ball Bearing)
- 32Mb SDRAM 10ns Installed (168-pin)
- Controller 4HD & 2FD w/ 2s (16550), 1P (EPP)
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- Hard Disk 4.3Gb Ultra ATA (33MB/s)
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- Microsoft Ergonomic PS-2 Mouse
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- Hard Disk 4.3Gb Ultra ATA (33MB/s)
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- 15" Sampo 511L Digital Color Monitor (1024 x 768) .28 NI
- Keytronic 104 Keys PS-2 Enhanced Keyboard
- Asus T5 Medium Tower Case w/ 235 Watt Power Supply
- Microsoft Ergonomic PS-2 Mouse
- 24X CD-Rom Drive
- Sound Blaster AWE 64 Value (Creative Labs)
- Pair of Speakers (Yamaha YST-M7)
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233 MHz K6 ..... $1,498

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- Asus P2L97 Motherboard (Slot 1)
- Intel Natoma 440LX Chipset
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- 32Mb SDRAM 10ns Installed (168-pin)
- Controller 4HD & 2FD w/ 2s (16550), 1P (EPP)
- Floppy Drive 1.44Mb
- Hard Disk 4.3Gb Ultra ATA (33MB/s)
- Diamond Viper 330 AGP 4Mb
- 17" Sampo Digital Color Monitor (1280 x 1024) .28 NI
- Keytronic 104 Keys PS-2 Enhanced Keyboard
- ATX Mid Tower Case w/ 235 Watt P.S
- Logitech Internet Mouse Combo
- 24X CD-Rom Drive
- Sound Blaster AWE 64 Value (Creative Labs)
- Pair of Speakers (Yamaha YST-M7)
- Windows 95 CD-ROM *Pre-Loaded* Full Version (CD & Manuals)

300 MHz Pentium II $2,498

intel. Pentium II — Portland
266 MHz — **$ 2,298**

- Intel Portland Motherboard (Slot 1)
- Intel Natoma 440FX Chipset
- 512Kb Cache
- Intel CPU Pentium II 266MHz
- CPU Cooling kit w/ Heatsink & Fan (Ball Bearing)
- 64Mb EDO 60ns Ram Installed
- EIDE Controller 4HD & 2FD w/ 2s (16550), 1P (EPP)
- Floppy Drive 1.44Mb
- Hard Disk 4.3Gb Ultra ATA (33MB/s)
- Matrox Milleninum II PCI w/ 4Mb WRAM
- 17" Acer 78IE Digital Color Monitor (1600 x 1280) .26 NI
- Keytronic 104 Keys PS-2 Enhanced Keyboard
- Djablo ATX Mid Tower Case w/ 235 Watt P.S
- Microsoft IntelliMouse Mouse
- 24X CD-Rom Drive
- Yamaha OPL Sound (On-Board)
- Pair of Speakers (Yamaha YST-M15)
- Windows 95 CD-ROM *Pre-Loaded* Full Version (CD & Manuals)

300 MHz Pentium II $2,598

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Logitech First Mouse Serial (OEM) $9.95
Logitech First Mouse PS-2 (OEM) $9.95
Logitech MouseMan Serial (OEM) $18
Logitech MouseMan Combo (OEM) $23
Logitech Internet Mouse Combo (OEM) $23
Logitech TrackMan Vista (OEM) $33
Logitech TrackMan Marble (OEM) $48
Logitech First Mouse PS-2 (Box) $18
Logitech MouseMan 96 (Box) $38
Logitech Cordless MouseMan Pro (Box) $73
Logitech TrackMan Marble (Box) $78
Kensington Orbit Mouse (Box) $68
Genius NetMouse (Box) $8

Microsoft Products sold with system only

Microsoft Natural Keyboard $48
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Microsoft PS-2 Mouse (Ergonomic) $23
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throughout the conference proceedings.

Another often repeated observation, made by both Wolfensohn and Annan, focused on the growing role of private investments in today's world: Seven years ago, private investments in development were half of public investments, today it is six-times the size of public investments. Both the World Bank and the United Nations are strong proponents of today's popular perspective of increasing the role of private partnerships and decreasing the role of governments. Unfortunately, like sound-bites anywhere, explanations about this change were absent. Rather, it was used like a rally-cry to blankly argue for the magic of the marketplace.

Also speaking at the opening plenary was the president of Costa Rica, José María Figures, and the president of Uganda, Yoweri K. Museveni. Both presidents focused on education as the fundamental issue—but from very different perspectives.

Costa Rica, for example, has invested heavily in education, fostering a literate and generally well-educated population. However, Figures pointed out, the Information Age is changing the way we educate our populations: Yesterday, education was focused on "learning to know," whereas today, it is critical to "learn how to learn." Figures believed that this change in education poses a critical challenge to Costa Rica and other developing countries in the years ahead.

Museveni, one of the more interesting speakers, began with the unconventional observation that from time immemorial, humanity has been dominated by two oppressions: oppression by nature through such elements as disease, drought, oceans that separate people and superstition; and oppression by other people through institutions such as feudalism, slavery, and colonialism.

Museveni argued that "human knowledge" is what we have used in our struggles against these two oppressions. Knowledge of the physical world has helped us protect ourselves from nature and to improve our lives. Additionally, he believed that while the advance of human knowledge has been historically accompanied by aggression and greed, "the instrument of liberation from oppression of man by man is universal access to knowledge." It is the lack of basic education that sets crucial limits to the absorption and use of knowledge by individuals and communities, according to Museveni.

The Information Age is changing the way we educate our populations: Yesterday, education was focused on "learning to know," whereas today, it is critical to "learn how to learn."

Working Sessions

There were 116 working sessions, each 90 minutes, clustered around seven conference tracks: empowering the poor with information and knowledge; policy and regulatory frameworks for the information economy; harnessing information and knowledge: infrastructure, capacity building and applications; fostering science and technology in developing countries; public information, civic dialogue and effective governance; life-long learning and distance education, and partnerships.

The "Call for Content" for working sessions received over 300 proposals for conferences sessions. Conference Secretariat Kerry McNamara pointed out that they worked hard to design the sessions to ensure the understanding that "knowledge comes in many forms, from many places." It was here that the wealth of experiences and diversity of programs were discussed.

The list of session topics was overwhelming. Each session typically had four panelists introducing the audience to an organization, a topic, a project, its methodology, or its findings. It was also in the working sessions that participants were sometimes most frustrated. So many topics to touch upon with so many speakers often meant that no single issue or speaker received sufficient time to do more than scratch the surface. In spite of a very impressive conference schedule, I often heard the comment, "Where's the beef?"

For example, the International Labor Organization (ILO) led a session on the "Impact of Information Technology on Jobs and Work: Good, Bad, or Both?" The four panelists worked at or with the ILO, which kept the session focused on its stated topic. It was clear from the follow-up questions that many people in the audience were as knowledgeable as the panelists and a single 90 minute session gave barely enough time to outline the myriad of issues.

Another interesting session I heard was titled "Knowledge Generation for and by the Rural Poor: Four Initiatives," organized by IFAD (International Fund for Agricultural Development). One of the initiatives worked with people in a rural village in India to solve problems related to seasonal poverty—the changing availability of food and other

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Virtual Global Knowledge Conference

THE ORGANIZERS OF GK97 KNEW IT WAS IMPORTANT TO NOT ONLY discuss the impact of information technologies, but to use these new tools before, during, and after the conference to facilitate and enhance the work that was being planned at the four-day conference in Toronto. Through the Global Knowledge Web site and discussion groups anyone with access to the Internet has the opportunity to participate in the debates surrounding the conference issues and to interact with other interested groups and individuals.

The Global Knowledge List began March 24, 1997 when the moderator posted the first welcoming message on the Internet and will be active for at least one year following the conference. Run by the Education Development Centre and hosted by the UNDP (United Nations Development Programme), the GK97 list revolves around "understanding the information revolution and its implications for developing countries and the world's poor; in particular, how to empower the poor with information and knowledge." List members are drawn from throughout the world and discussions are able to explore a wide variety of topics in greater depth than possible in Toronto.

In addition to subscribing to the GK97 list, it is archived on the Global Knowledge Web site (*http://www.globalknowledge.org/mailarchives/*). Discussions are organized by month, and messages can be sorted by date, thread, subject, or author. A key-word search does a full text search through the entire archive.

To join the GK97 List, send an email to the LISTSERV host:

majordomo@mail.edc.org

Do not enter a subject.

In the body of the message, type the text:

subscribe GKD97

Do not put anything after GKD97. You will receive a Welcome Letter to the List.

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- Teac 1.44MB Floppy Drives
- 1.2GB IDE Hard Drive
- Controller Card
- SVGA Accelerator w/2MB
- 14" NI .28dp Monitor
- Keyboard
- Mouse
- Mini-Tower Case

K5

K5-90MHz $510
K5-100MHz $530
K5-133MHz $545
K5-166MHz $569

$500

SONIC K-5 MUTLIMEDIA

- Triton chipset 75-200MHz M/B
- AMD K5-75MHz
- 256K Cache
- 8MB RAM
- Teac 1.44MB Floppy Drives
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- SVGA Accelerator w/1MB
- 14" NI .28dp Monitor
- Keyboard
- Mouse
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K5-90MHz $560
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- ASUS P55TVP4 VX PCI Motherboard
- 120MHz Pentium® CPU
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- 16MB Memory
- Teac 1.44MB Floppy Drive
- 1.2GB IDE Hard Drive
- PCI Enhanced IDE/IO Controller Card
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- Keytronics Keyboard
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166MHz $805
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166MHz MMX $1060
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- 256K Cache Pipeline Burst
- 16MB Memory
- Teac 1.44MB Floppy Drive
- 1.2GB IDE Hard Drive
- Trident PCI 1MB DRAM w/MPEG
- 15" NI .28dp Monitor
- Keytronics Keyboard
- Logitech Mouse
- Mid-Tower Case

intel inside

133MHz $675
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166MHz $710
200MHz $845
166MHzMMX $910
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- 16MB Memory
- 16x CD-ROM Drive
- 3D Sound/Speaker
- Teac 1.44MB Floppy Drive
- 1.2GB IDE Hard Drive
- Trident PCI 1MB DRAM w/MPEG
- 15" NI .28dp Monitor
- Keytronics Keyboard
- Logitech Mouse • Speakers
- Mid-Tower Case

intel inside

133MHz $775
150MHz $785
166MHz $805
200MHz $940
166MHzMMX $1140
200MHzMMX $1190

$750

INTEL MARL

- ATX Medium Tower Case
- 1.44MB Floppy Drive
- Intel MARL 256K Pipeline Burst Cache M/B
- 120MHz Intel CPU
- 16MB EDO Memory 60ns
- 1.2GB Hard Drive
- Keyboard
- Mouse
- SVGA Card w/1MB
- 15" SVGA Monitor

intel inside

133MHz $774
150MHz $785
166MHz $905
200MHz $1040
166MHzMMX $1235
200MHzMMX $1285

$749

INTEL TUSCON

- ATX Medium Tower Case
- 1.44MB Floppy Drive
- Intel Tuscon 512K Pipeline Burst Cache M/B
- 200MHz Intel CPU w/MMX Technology
- 32MB EDO Memory 60ns
- 3.1GB Hard Drive
- Matrox Mitique w/4MB
- USRobotics 56K Internal Fax/Modem
- 24X CD-ROM Drive
- 104 Enhanced Keyboard • Mouse
- 15" SVGA Monitor

intel inside

Best Buy

$1460

INTEL PENTIUM-II

- ATX Medium Tower Case
- 1.44MB Floppy Drive
- Asus KN97 Motherboard (512K)
- 64MB EDO Memory
- Matrox SVGA Card (4MB)
- 3.1GB Hard Drive
- 33.6 Fax/Modem (USRobotics)
- 24X CD-ROM Drive
- Sound Blaster 64 AWE Sound Card
- Keytronics Keyboard • Logitec 3-Button Mouse
- 15" NI Monitor

intel inside

PENTIUM II 233MHZ **$2200**
PENTIUM II 266MHZ **$2325**

MINI-TOWER CASE $24

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- ASUS TX-97 Motherboard
- AMD K-6 166/200/233MHz w/MMX
- 32MB Memory EDO
- SVGA Card 4MB
- 1.44MB Floppy Drive
- 24X IDE CD-ROM Drive
- Sound Blaster 64 AWE Sound Card
- 104 Enhanced Keyboard • Mouse
- 33.6 Fax Modem Internal
- Medium Tower Case
- Windows 95
- 15" SVGA Monitor
- 2.1GB Hard Drive

AMD K6

200MHZ $1230

166MHZ $1150

233MHZ $1320

MOTHERBOARDS

INTEL
Venus Pentium Pro ATX $140
Marl Triton II ATX 512K Cache $115
Tuscon ATX w/Sound 256K Cache $125

ASUS
PCI/P 55T2P4 Triton-II 75-200 w/512K $139
ASUS TX97-E w/512K $155
ASUS KN97 w/Audio w/o Audio $265/235
SX P55T2P4 Triton II ATX $150
PCI/P6NP5 440FX 150-200 ..... $265
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486 DX/DX2/DX4 PCI/VLB (4 72PIN) $75
Pentium Triton VX 75-200MHz w/DIMM SOCKET . $85

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• OTHER MONITORS ARE AVAILABLE •

GRAPHICS CARDS

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Stealth 64 Video PCI/VLB 2MB/4MB DRAM 65/75
Stealth 64 Video PCI/VLB 1MB DRAM (upgr) 42
Stealth 64 3D PCI 2MB/4MB 99/132

MATROX
Millenium ii 4MB/8MB WRAM $215/295
Mistique 2MB/4MB SGRAM $114/145

OTHER GRAPHICS CARDS
SVGA 800X600 (256) 20
SVGA 1024X768 (512K) 29
SVGA 1024X768 (1 MB) VLB/PCI 35
Accelerator 3D Graphic Card 2MB EDO ... $80
• ALL OTHER GRAPHICS CARDS AVAILABLE •

SPORTSTER 56K INTERNAL FAX/MODEM $152

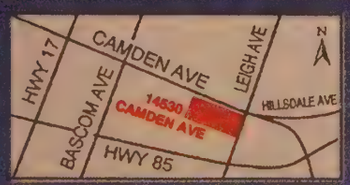
NE2000 NETWORK CARD $15

MEDIAMAGIC 3D SOUND CARD $15

PENTIUM TRITON III VX MOTHERBOARD $65

MS NT 4.0 SERVER 5-USER $499

MS NT 4.0 WORKSTATION $159



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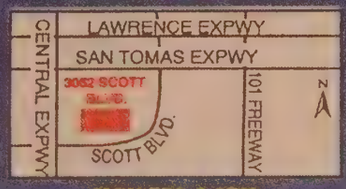

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- Seagate 4.5GB Barracuda XL Ultra Wide SCSI 8MS 7200RPM/512K
- Adaptec 7880/2940UW Ultra Wide PCI SCSI Controller
- 2 Hi-Speed (16c550 Fast UART) Serials & 1 Enhanced Parallel
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- Matrox Millennium II 3D PCI 8MB WRAM VGA Card
- NEC's E700 17" .25NI 1600x1200 @ 76Hz Monitor
- Keytronic 104 Windows 95 Keyboard
- Logitech Mouseman 3-Button Combo Mouse
- Deluxe File Server Full Size Tower W/Open Side Door 300 w/UL
- NEC's 16x Speed SCSI 100ms 2400KB CD-ROM
- US Robotics Sportster 56 S/R Fax Modem
- Sound Blaster 16 Bit, Awe 64 Value PnP or Yamaha Opl3 Stereo Sound Card
- 3D Stereo 360 w/Speaker System

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Pentium® II Processor 266/233MHz w/Iwill M/B....$3,688/3,562
Pentium® II Processor 266/233MHz w/Intel M/B $3,643/3,517
Pentium® II Processor 266/233MHz w/Tyan M/B....$3,635/3,509
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- Intel's 440LX AGP Chipset Based Motherboard
- Award BIOS, Zif Socket 8
- 1AGP, 5PCI, 2 ISA Slot
- Plug & Play Compliant
- Intel's 440LX AGP Chipset
- Pentium® II Processor 233/266MHz w/512K Cache
- Intel Heat Sink & Cooling Fan/Alarm B/B
- 32MB 60ns 168 Pin DIMM up to 384MB
- Quantum 3.2GB Ultra SCSI 5400RPM/512K Hard Drive
- Adaptec 2940UW Ultra Wide SCSI Controller On Board
- Ultra DMA /33 IDE Port, Onboard I/O
- Mitsumi 1.44MB 3.5" Floppy Drive
- ATI's Xpert @Play 3D w/TV Out 4MB SGRAM up to 8MB VGA Card
- ViewSonic EA771 17Ó.27NI 1280x1024 66Hz Multimedia Monitor w/Bezel-Integrated Stereo Speakers
- Keytronic 104 Windows 95 Keyboard
- Logitech 3-Button Combo Mouse
- Deluxe ATX Medium Tower Case 250W Power Supply
- NEC's 16x Speed SCSI 100ms 2400KB CD-ROM
- Creative Lab Awe 64 Value PnP Stereo Sound Card
- US Robotics Sportster 56 S/R Fax Modem

Pentium® II Processor 266/233MHz w/ASUS M/B $2,877/2,750
Pentium® II Processor 266/233MHz w/Microstar M/B....$2,860/2,733

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- Intel's PD 440FX Chipset Motherboard
- Supports Up To 768MB RAM/ECC In 4-8 72-Pin SIMM Plug & Play Compliant
- Intel PD 440FX Chipset
- Pentium® II Processor-233/266MHz w/512K L2 Cache
- Intel Heat Sink & Cooling Fan/Alarm B/B
- 32MB 60ns EDO RAM up to 768MB
- Quantum 4.3GB Ultra DMA IDE Hard Drive
- 2 Hi-Speed (16c550 Fast UART) Serials & 1 Enhanced Parallel
- Mitsumi 1.44MB 3.5" Floppy Drive
- Matrox Millennium II 3D 4MB WRAM VGA Card
- Impression 7 Plus 17Ó.27NI 1280x1024 @ 60Hz Monitor
- Keytronic 104 Windows 95 Keyboard
- Logitech 2-Button PS-2 Mouse
- Deluxe ATX Medium Tower Case 235W Power Supply
- Toshiba EIDE 24x Speed 90ms 3600KB CD-ROM
- US Robotics Sportster 56 S/R Fax Modem
- Sound Blaster 16 Bit, Awe 64 Value PnP, or Yamaha Opl3 Stereo Sound Card
- Surround Sound 240W Speaker System w/Subwoofer

Pentium® II Processor 266/233MHz w/ASUS M/B $2,512/2,385
Pentium® II Processor 266/233MHz w/Fic M/B $2,513/2,387
Pentium® II Processor 266/233MHz w/Micro Star M/B $2,492/2,365
Pentium® II Processor 266/233MHz w/Intel M/B....$2,573/2,446
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**Windows 95 Release 2 w/CD & Manual Add....$90

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- Dual Pentium® Pro Processor(s) Motherboard
- Supports Up To 1GB RAM, EDO/ECC In 4-8 72-Pin SIMM
- Or 512MB In 4 168 Pin DIMM Slots
- Intel 440FX Chipset
- Dual/Single Pentium® Pro Processor(s) 150/180/200MHz
- 256K/512K Cache
- Intel Heat Sink & Cooling Fan/Alarm B/B
- 64MB 60ns EDO RAM Up To 1GB /64MB SDRAM up to 512MB
- IBM 4.3GB Ultra Wide SCSI 5400RPM/512KB
- Adaptec 2940/7880UW Ultra Wide PCI SCSI Controller
- 2 Hi-Speed (16c550 Fast UART) Serials & 1 Enhanced Parallel
- Mitsumi 1.44MB 3.5" Floppy Drive
- Diamond Stealth 3d Virge 4MB EDO DRAM w/MPEG Screaming 64 Bit Graphics
- ViewSonic G773 Monitor 17Ó.26NI 1280x1024 66Hz Trinitron
- Keytronic 104 Windows 95 Keyboard
- Logitech Mouseman 3-Button Combo Mouse
- Deluxe File Server Full Size Tower w/Open Side Door 300W/UL
- NEC's 16x Speed SCSI 100ms 2400KB CD-ROM
- Creative Lab Awe 64 Value PnP Stereo Sound Card
- US Robotics Sportster 56 S/R Fax Modem
- Intel EtherExpress Pro/100b PCI Network Card
- 3D Stereo 360W Speaker System

	Dual/Single
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Pentium® Pro Processor 200 w/Intel M/B	$3,624/3,093
Pentium® Pro Processor 200 w/Super Micro M/B	$3,538/3,007
Pentium® Pro Processor 200 w/Tyan M/B	$3,512/2,981

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NEW — Enhanced IDE Pro System with Intel's Pentium® Pro Processor

- Intel Advanced/Vs Motherboard
- Intel/AMI Flash BIOS, Zif Socket 8
- 3PCI ,3 ISA, 1 Shared Slot
- Intel 440FX Triton Chipset Based Motherboard
- Pentium® Pro Processor-150/180/200MHz
- 512K/256K Cache
- Intel Heat Sink & Cooling Fan/Alarm B/B
- 32MB 60ns EDO RAM up to 128MB
- Quantum 3.2GB Ultra DMA IDE Hard Drive
- 2 Hi-Speed (16550 Fast UART) Serials & 1 Enhanced Parallel
- Mitsumi 1.44MB 3.5" Floppy Drive
- Expert S3 3D Virge 4MB EDO DRAM w/MPEG Screaming 64 Bit Graphics
- Optiquest's V773 17" .26NI 1280x1024 Monitor
- Qtronix 104 Windows 95 PS-2 Keyboard
- Logitech 2-Button PS-2 Mouse
- Deluxe ATX Form Medium Tower Case 230W UL CSA Power Supply
- Toshiba IDE 24x Speed 90ms 3600KB CD ROM
- Crystal 16-Bit Sound Card On Board
- Pontech's 80Watt 2 Way Amplified Speakers
- Diamond Supra 56K w/Voice S/R Fax Modem
- Windows 95 Release 2 w/CD & Manual

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- ASUS's TX97-E Smart Motherboard
- Intel's 430TX Chipset Based Motherboard
- Supports Intel /Cyrix/AMD MMX Processor
- PC 97 Compliant, ACPI Ready, Award BIOS
- 3/PCI 4/ISA 1/ASUS Media Bus, 4/SIMM 2/DIMM Up To 256 MB
- AMD K6/Cyrix 6x86/Pentium® Processor
- Heat Sink & Cooling Fan
- 512KB Pipeline Burst Cache
- 32MB 60NS EDO RAM Up To 128MB
- Quantum 4.3GB Ultra DMA IDE Hard Drive
- 2 Hi-Speed (16550 Fast UART) Serials & 1 Enhanced Parallel
- Mitsumi 1.44MB 3.5" Floppy Drive
- Diamond Stealth 3d Virge 4MB EDO DRAM w/MPEG Screaming 64 Bit Graphics
- Viewtronics 17".26NI 1280x1024 64Hz Window 95 Plug & Play Monitor
- Keytronic 104 Windows 95 Keyboard
- Logitech 2-Button Serial Mouse
- Deluxe Medium Tower Case 250W Power Supply
- Toshiba IDE 24x Speed 90ms 3600KB CD-ROM
- Creative Lab Awe 64 Value PnP Stereo Sound Card
- Surround Sound 240W Speaker System w/Subwoofer
- Diamond Supra 56K w/Voice S/R Fax Modem
- Windows 95 Release 2 w/CD & Manual

AMD K6-233MMX $1,907
AMD K6-200/166MMX....$1,773/1,697
Cyrix 6x86MX-PR200/166 ....$1,696/1,653
Cyrix 6x86-P200/P166....$1,618/1,606
Pentium® Processor-233MMX....$1,957
Pentium® Processor-200MMX/200....$1,816/1,767
Pentium® Processor-166MMX/166....$1,704/1,687
Pentium® Processor-150/120 ....$1,643/1,651
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NEW — Ultra SCSI Value Systems with Intel's Pentium® Processor

- Intel Advanced/TS Motherboard
- Intel TC430HX Chipset Based Motherboard
- PC 97 Compliant Including Windows
- Supports Universal Serial Bus
- Supports Intel MMX Processor
- Support Pentium® Processor-120/133/166/ 200/233 MHz MMX
- Heat Sink & Cooling Fan
- 512K Pipeline Burst Cache
- 32MB 60ns EDO RAM up to 128MB
- Adaptec 2940/7880UW Ultra Wide PCI SCSI Controller
- Quantum 3.2GB Ultra SCSI 5400RPM/ 512K Hard Drive
- 2 Hi-Speed (16550 Fast UART) Serials & 1 Enhanced Parallel
- Mitsumi 1.44MB 3.5" Floppy Drive
- Diamond Stealth 3d Virge 2MB EDO DRAM w/MPEG Screaming 64 Bit Graphics
- Impression 5VX 15" .28NI 1280x1024 Digital Monitor
- Keytronic 104 Windows 95 Keyboard
- Logitech 2-Button PS-2 Mouse
- Deluxe ATX Form Medium Tower Case 235W UL Power Supply
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- Yamaha Opl3 Fm Synthesizer Stereo Sound Card
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- Windows 95 Release 2 w/CD & Manual

Pentium® Processor-233MMX....$1,974
Pentium® Processor-200MMX/200....$1,833/1,779
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Pentium® Processor-150/120....$1,660/1,668
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- Intel 430VX Triton Chipset Based Motherboard
- AMD K6/Cyrix 6x86/Pentium® Processor
- Heat Sink & Cooling Fan
- 512KB Pipeline Burst Cache
- 16MB 60ns EDO RAM up to 128MB
- Fujitsu 1.7GB Enhanced IDE 10ms Hard Drive
- Mitsumi 1.44MB 3.5" Floppy Drive
- S3 Trio 64 V+ 1MB w/MPEG Screaming 64-Bit Graphics
- Techmedia 14Ó.28NI 1024x768 60Hz Monitor
- Qtronix 104 Windows 95 Keyboard-Serial
- Qtronix 2 Button PS-2 Mouse
- Deluxe Mini Tower Case 230W Power Supply
- Toshiba IDE 24x Speed 90ms 3600KB CD-ROM
- Opti Full Duplex Stereo Sound Card w/3D
- Pontech 60W 2 Way Amp Speaker
- Cyber 97 10 CD Pack
- 97 Grolier Multimedia Encyclopedia, Internet Online, Cyberspeed, Family Dictionary, Al Unser Jr, The Real Deal, The Animals! 2.0, SMS Reference Library, Home Office Asst., Family Dictionary
- Impression 33.6 V.34 S/R w/Voice Fax Modem
- Windows 95 Release 2 w/CD & Manual

AMD K6-233/200MMX....$1,151/1,017
AMD K6-166MMX....$941
Cyrix 6x86MX-Pr200/166....$940/897
Cyrix 6x86-P200/P166....$862/851
Pentium® Processor-233MMX....$1,201
Pentium® Processor-200MMX/200....$1,060/1,007
Pentium® Processor-166MMX/166....$948/932
Pentium® Processor-150/120....$888/896
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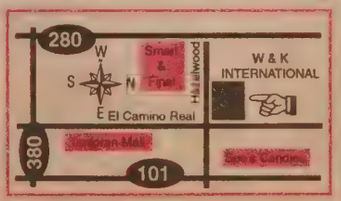

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- Removable 20X CD-ROM
- Software MPEG Support
- Built-in 16-Bit Full Duplex Sound Card
- Two Type II/One Type III, ZV-port & CardBus Support
- User Removable Bus Master IDE Interface w/ up to Three HDs
- Full Size Windows 95 Keyboard (300 mm wide)
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- Composite Video Output (NTSC/PAL)
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P-166	$3325
P-200	$3425
P-166 MMX	$3335
P-200 MMX	$3435

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Specifications:

- Genuine Intel Pentium® Processor
- 16MB RAM, Memory up to 64MB
- 64-Bit PCI Local Bus w/ Graphics Accelerators
- 12.1" Dual Scan or Active Matrix Color
- 1.44MB Removable Floppy Drive
- 1.4GB EIDE Removable Hard Disk (2.1GB Optional)
- PCMCIA Slots (3x Type II or 1x Type II and 1x Type III)
- Built-in PS/2 Touch Pad Pointing Device
- 16-Bit Stereo Sound System w/ Built-in Speakers & Microphone
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P-166MHz	$1625	$2145
P-200MHz	$1725	$2245
P-166MHz MMX	$1645	$2165
P-200MHz MMX	$1755	$2275

Chembook 9750

Specifications:

- Genuine Intel Pentium® Processor
- 16MB RAM on Board, Upgradeable to 80MB
- 12.1" Dual Scan or TFT SVGA, or 13.3" TFT XGA Screen
- 32-Bit PCU Video Controller w/Graphics Accelerators
- 2MB EDO Video RAM
- 1.44MB Removable Floppy Drive
- 10X CD-ROM Drive, Exchangeable for FDD/Battery
- 1.4GB EIDE Hard Disk Drive (2.1GB Optional)
- Two Type II or One Type III PCMCIA Slots
- Built-in PS/2 TouchPad Pointing Device
- 16-Bit Stereo Sound System
- Carrying Case & NiMH Battery (Lithium Ion Battery Optional)
- Weight 6.5 lbs w/o CD-ROM Drive

	Dual Scan	Active Color
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P-166MHz	$1625	$2165
P-200MHz	$1725	$2265
P-166MHz MMX	$1645	$2185
P-200MHz MMX	$1755	$2295
13.3" TFT w/16X CD-ROM & Lithium Ion Battery +735		

Twinhead® SlimNote 9

Specifications:

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- 256KB L2 Cache RAM w/64-Bit PCI Graphics Accelerator
- 2MB Video RAM, EDO RAM Upgradable to 64MB
- 1.44MB Floppy Drive, Built-in 10X CD-ROM
- Removable EIDE HDD up to 2.1GB
- PCMCIA Slots (2x Type II or 1x Type III)
- Built-in PS/2 Touchpad
- 16-Bit Stereo Sound System w/Built-in Speakers & Microphone
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- Dimensions: 12.15" x 9.3" x 1.8"
- Windows 95 CD, Express Care 48

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- Intel Pentium® Pro 200MHz CPU w/Internal 256K Cache
- Intel Venus Pentium® Pro M/B w/512K Cache
- Pentium® Pro Cooler w/Heat Sink
- 32MB EDO RAM • Teac 1.44MB 3.5" FDD
- WD 3.1GB EIDE Hard Drive • Toshiba 24X Int. IDE CD-ROM
- ESS 16-Bit Stereo Sound Card
- Archtek 33.6 Fax/Modem w/Voice (Rockwell Chipset)
- Matrox Mystique PCI/4MB SGRAM Video Card
- Medium ATX Tower Case w/235 Watt Power Supply
- Impression 7 Plus 17" .27mm Monitor
- Mitsumi 104 Key Keyboard
- Logitech PS/2 Mouse w/Mousepad
- 200 Watt Stereo Speakers
- Win 95 Full OEM CD Version

only $1925

Pentium® Multimedia Systems

- Intel 430VX Chipset Mainboard w/ 512K PL Cache
- CPU Cooler w/Heat Sink
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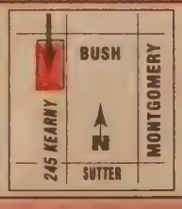

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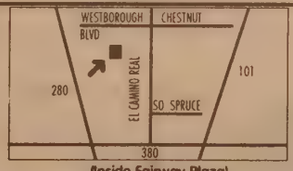

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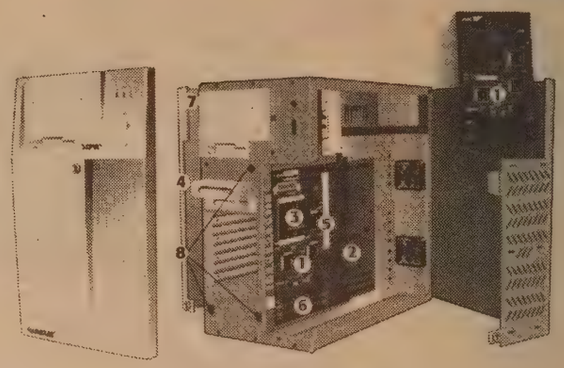

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resources during the year. Researchers worked closely with villagers to learn what happens over the year, how people confront this situation, and how knowledge is shared. Together, they defined the most critical factors and could prioritize the solutions that were compatible with the existing information and knowledge systems. In this particular case, poverty was heightened when water was not available for a second planting cycle. The solution that was compatible with the social relations in the village was a community well.

Communication

Digital technologies where the primary focus at GK97, but these are not necessarily the most important methods for communication and knowledge sharing throughout underdeveloped countries. In reality, the networked global village is not very large—it is important to keep in mind that 85% of the world's population has access to only 16% of the world's phone system. This was especially true in the context of Africa. Not only is Africa the largest region of the globe that is least connected to the Internet, phone lines are practically non-existent in large parts of the continent. More phone lines, for example, exist in Manhattan than across all of Sub-Saharan Africa.

While people may not have all the knowledge needed to escape poverty, systems for communicating and sharing knowledge exist in every community. Less than a handful of topics for the working sessions examined these systems, such as radio or television. In addition, while many international development workers recognize the importance of traditional knowledge systems—such as the role of tribal elders as the keepers of history—there was only one session on "Traditional Knowledge in the Information Age." Since all the panelists in that session represented Native Americans within Canada, many of the world's traditional cultures and knowledge systems were not represented or discussed at Global Knowledge '97. Many important questions were left unexplored: How is information and knowledge currently accessed and shared? What are the best ways to enhance and expand existing methods of communication? When the Internet does arrive, what will its impact be upon these other methods?

Reflections

Global Knowledge '97 was a conference about social policies and programs, not technology. Before arriving in Toronto, I was excited about the prospect of a conference that focused on actual experiences and policies and would outline what does and doesn't work. It is important to examine the social impact generated by the growing proliferation of new information and communication technologies. This is especially true for people who are developing policies and implementing programs to address issues of educational programs and rural health care services, and telecommunication infrastructures in underdeveloped countries. Many tough questions need to be addressed without letting the tools—the technology—define your social goals.

However, while economic and social policy issues demand our attention, technology considerations cannot be easily set aside. The relationships between information, technology, and social policies are deeply intertwined.

The tools of the Information Age are still under construction. Broad access to the Internet is less than a decade old, and remains limited in many parts of the world, for technical as well as economic and political reasons. Unlike radio and television, ICT is not a mature, stable technology. How we access the Internet (satellite, radio, wire), at what speeds (56K, 256K 1.5Mbps), and even on what type of devices (notebook, subnotebook, PDS, cellular phone) impacts policies, programs, and budget projections—and, in return, those policies influence the development and implementation of tomorrow's technology. Technology is changing so rapidly, it is dangerous to accept what it can and cannot do as static.

During the conference, I kept asking myself where were individuals, such as Brenda Laurel, who examines issues of gender and software design? Or people like Dave Hughes and Dewayne Hendricks who are building systems to provide Internet access to rural and indigenous communities? Or those, such as Howard Rheingold, who have a wealth of experience on creating virtual communities that share knowledge that helps solve local problems?

There is an important interrelationship between the development and shaping of new technologies—new tools—and the social, economic, and political environment in which technology usage policies are designed. Global Knowledge '97 confronted a vast array of interesting and critical issues. Unfortunately without a clear understanding of the capabilities, limits, and potentials of information and communication technologies, participants could not fully achieve the goal of "harnessing the information revolution for economic development, social cohesion, and poverty alleviation in the 21st century." ■

RESOURCES:

Global Knowledge '97
URL: *http://www.globalknowledge.org*

International Institute for Sustainable Development (IISD)
Daily conference summaries, photos, and interviews
URL: *http://www.iisd.ca/linkage/sd/gk97/index.html*

Alternative Conference—Local Knowledge

RUNNING PARALLEL TO GK97, THE TORONTO MEDIA COLLECTIVE organized a counter event called "Local Knowledge—Global Wisdom." The purpose of this two-day gathering held at the University of Toronto, was "to discuss the emerging global economy and the role of information technology in the development and operation of the 'Global Village'".

Although the words are similar to the goal for the Global Knowledge conference, this alternative event was open to the public and focused on grassroots initiatives. As the organizers explained on the Local Knowledge Web site (*http://www.tao.ca/earth/lk97/*), "Part of the drive behind Local Knowledge is to expose what is really transpiring at the global level, as well as discussing the opening for local organizing, action, and self-determination."

The agenda was divided into three main sessions:

- The Narrative: What's going on—deconstruction the global corporate agenda;
- The Environment: How are we living, articulating, and celebrating alternatives;
- Tools for Action: Building local responses to globalization.

Approximately seventy-five people participated, including about a dozen who also attended Global Knowledge. Participating organizations included: TAO Communications, Information Highway Working Group, Citizens for Local Democracy, Marshall McLuhan Program University of Toronto, Citizens Concerned for Free Trade, and others. Food Not Bombs provide a free, vegetarian lunch.

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UMiracle succeeds in all three of the most import aspects of a computer h excellent support and competitive pricing, and we will continue to rely up

intel.

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UMiracle Microsystems
44063 Fremont Blvd.
Fremont, CA 94538

UMiracle is the computer product provider we choose when we are looking for computer hardware or software for our company. As a validation engineer, we are continually seeking the latest technology as we enhance our testing environment. We have purchased most of our new hardware & software from UMiracle over the past few months, and these products have been very reliable. We have also utilized UMiracle's technical engineering staff in the product choosing process which is very good in suggesting a variety of choices and cost effectiveness. We choose UMiracle for its helpful and responsive sales team, knowledgeable technical staff, and overall competitive pricing.

UMiracle is a computer product vendor that stands out, and fulfills our computing needs in a responsive manner. When it comes to technical difficulties, UMiracle stands behind their products and provides efficient and prompt support.

ASUS P2L97-DS Dual PII AGP

- ASUS P2L97-DS Intel Pentium II motherboard - 233-333Mhz Dual Pentium II support, 440LX AGPset with Accelerated Graphics Port Connector for optimal Video Graphics, onbrd Adaptec 7880 U-Wide SCSI ,5 PCI/2 ISA/1 AGP slots,DIMM, Onbrd I/O, UltraDMA PCI IDE, ATX format
- Genuine Intel Pentium® II Processor(s) w/Cooling Fan(s)
- 32MB 168Pin 10ns SDRAM DIMM
- 1.44MB Floppy Drive
- 3.2GB Quantum FireBall ST33260S Ultra-SCSI-2 HD
- Mitsumi FX162T 16X Speed Internal ATAPI IDE CD-ROM
- Sound Blaster Compatible ESS 16Bit PnP Stereo Sound Card
- ATI 3D ProTurbo PC2TV 4MB SGRAM Video Card
- 17" Hitachi CM-620 .28DP 1280x1024NI Monitor
- GigaStar ATX style Medium Tower 235W ATX PS
- KeyTronic 104 Key Win95 PS/2 Keyboard
- Logitech 3-Button MouseMan PS/2 Mouse w/ Pad
- Pair of 80Watt Stereo Speakers
- Legitimate MS Windows 95 Full CD + Manual + installed + fully configured

Call for AGP Video card UPGRADE!

Single Pentium II	
233MHz	$2333
266MHz	$2489
300MHz	$2870

Dual Pentium II	
233MHz	$2877
266MHz	$3189
300MHz	$3949

Optional:		
	MS DOS V6.22 + Windows V3.11	Add$10
	MS DOS V6.22 + Windows for WorkGroup V3.11	Add$30
	Windows NT 4.0 Workstation/Server	Add$55/$460

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... Open on Sunday

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AND BE A WINNER!

Intel AL440LX Pentium II

Intel AL440LX Pentium II Motherboard - 233Mhz & above CPU support, 440LX AGPset with Accelerated Graphics Port Connector for optimal Video Graphics, Yamaha OPL4 hardware wavetable audio,3 PCI 2 ISA/1 AGP slots, DIMM, Onbrd I/O, UltraDMA PCI IDE
Genuine Intel Pentium® II Processor w/ Cooling Fan
32MB 168Pin 10ns SDRAM DIMM
1.44MB Floppy Drive
3.2GB Quantum FireBall ST33240A UltraDMA IDE HD
Mitsumi FX162T 16X Speed Internal ATAPI IDE CD-ROM
ATI 3D ProTurbo PC2TV 4MB SGRAM Video Card
17" Hitachi CM-620 .28DP 1280x1024NI Monitor
GigaStar ATX style Medium Tower 235W ATX PS
Liton SK6000 Ergonomic Win95 PS/2 Keyboard
Logitech 3-Button MouseMan PS/2 Mouse w/ Pad
Pair of 80Watt Stereo Speakers
Legitimate MS Windows NT V4.0 Workstation CD + Manual + Installed + fully-configured

Intel Pentium® II
233MHz $2197
266MHz $2353
300MHz $2738

Call for AGP Video card UPGRADE!

PII is here!

TREEHOUSE SOFTWARE CONSULTING GROUP

STRUCTURED CAPITAL MANAGEMENT
A Division of First Southwest Company

July 25, 1996

Tony Nguyen
Sales Representative
UMiracle Microsystems, Inc.
44063 Fremont Blvd
Fremont, CA 94538

Tony,

I just wanted to drop you a note of appreciation for your work in delivering our 3 SuperMicro Dual P6 Pro computers. The computers are great! They run Windows NT flawlessly. Installation was a breeze because UMiracle made

Intel Providence P6²

- Intel Providence PR440FX Dual Pentium® Pro processor-based board - Intel 440FX PCISet, support Dual Pentium® Pro 200Mhz CPUs, EDO ECC 168Pin DIMM upto 512MB, Integrated LAN Controller Intel 82557 (=EtherExpress® Pro/100B), Integrated Ultra/Wide SCSI Adaptec® 7880 w/ onbrd+External mini-68Pin 16bit Wide Connectors, Integrated Audio - Crystal+Yamaha OPL3 FM Synthesizer 16bit Stereo Sound, 4 PCI+1 ISA slots, onbrd PCI Bus Master IDE Interfaces,HISpd I/O, FD, Dual ZIF Socket 8, Flash AMI-PnP BIOS, ATX form Factor
- Genuine Intel Pentium® Pro Processor(s) w/Cooling Fan(s)
- 64MB = 1 x 64MB 168Pin 8Mx72 EDO ECC Buffered DIMM
- 1.44MB Floppy Drive
- 3.2GB Quantum FireBall ST33260S Ultra-SCSI-2 HD
- Mitsumi FX162T 16X Speed Internal ATAPI IDE CD-ROM
- ATI 3D ProTurbo PC2TV 8MB SGRAM Video Card
- 21" Hitachi CM-800U .22DP 1600x1200NI 75Hz
- GigaStar ATX style Full Tower 235W ATX PS
- Liton SK6000 Ergonomic Win95 PS/2 Keyboard
- Logitech 3-Button MouseMan PS2 w/ Pad
- Pair of 120Watt Stereo Speakers
- Legitimate MS Windows NT V4.0 Workstation CD + Manual + Installed + fully-configured

	Single	Dual
180MHz256k	$3178	$3395
200MHz256k	$3469	$3976
200MHz512k	$4018	$5074
200MHz1mb	$Call	$Call

Intel DK440LX PII Dual

- Intel DK440LX Dual Pentium II Motherboard 82440LX AGPset - 233Mhz & above Dual CPU support, 440LX AGPset w/ Accelerated Graphics Port Connector for optimal Video Graphics,4 DIMM slots,Onbrd I/O,UltraDMA PCI IDE,onbrd Intel Pro10/100BT Ethernet/ Adaptec 7895 Dual Channel SCSI w/ RAIDport slot
- Intel Pentium® II 512K Processor(s) w/ Cooling Fan(s)
- 64MB 168Pin 10ns SDRAM DIMM
- 1.44MB Floppy Drive
- 3.2GB Quantum FireBall ST33260S Ultra-SCSI-2 HD
- Mitsumi FX162T 16X Speed Internal ATAPI IDE CD-ROM
- ATI 3D ProTurbo PC2TV 8MB SGRAM Video Card
- 19" Hitachi CM-751MU .22DP 1600x1200NI Monitor
- Premium ATX style Full Tower 235W ATX PS
- Liton SK6000 Ergonomic Win95 Keyboard
- Logitech 3-Button MouseMan Serial Mouse w/ Pad
- Pair of 120Watt Stereo Speakers
- Legitimate MS Windows NT V4.0 Workstation CD + Manual + Installed + fully-configured

Single Pentium II
233MHz $3313
266MHz $3470
300MHz $3854

Dual Pentium II
233MHz $3862
266MHz $4175
300MHz $4944

Call for AGP Video card UPGRADE!

NoteBook Options:		
	MS DOS V6.22 + Windows V3.11	Add$100
	MS DOS V6.22 + WFWG V3.11	Add$120
	Windows 95 CD Full OEM Version	Add$90
	Windows NT 4.0 Workstation/Server OEM	Add$145/$510

CHEM 9750 NoteBook Options

EDODIMM 16MB=8X2pc	$105
EDODIMM 32MB=16X2pc	$205
Auto Adaptor 12V	$75
AC Adaptor	$75
NiMH 2nd Battery	$105
Li-Ion 2nd Battery	$215
Battery Charger	$95
Port Duplicator	$130
Upgrade to 16x CDROM	$60

Harddrive/Accessories

1.4GB 2.5" IDE Slim HD	$215
2.1GB 2.5" IDE Slim HD	$325
3.0GB 19mm IDE Slim HD	$565
PCMCIA 33.6 Fax/Data	$129
PCMCIA Ethernet Comb	$85

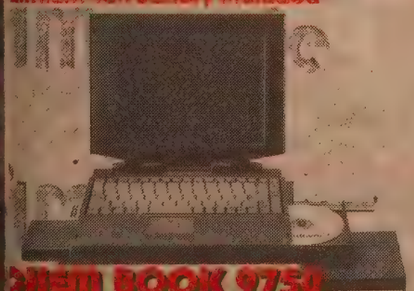
MULTIMEDIA NOTEBOOKS

CHEMBOOK 9750 ■ P5 CPU upto 200MHz ■ Active Screen 12.1"/13.3" ■ 16MB EDO onbrd ■ 256K P6 L2 Cache ■ 1.44FD ■ 10xSpeed CDROM ■ 2MB EDO Video RAM ■ Li-ion Battery ■ 16Bit Stereo Sound ■ Video Capture Port ■ IS/IP ports ■ Infrared port ...

(1.4/2.1/3.0GB HD)	Active Matrix 12.1	Active Matrix 13.3
P5-133Mhz	$2222/$2318/$2530	$2816/$2911/$3124
P5-166Mhz	$2268/$2363/$2575	$2862/$2957/$2991
P5-200Mhz	$2340/$2436/$2648	$2934/$3030/$3242

Call for Intel Pentium 166/200MHz MMX Upgrade.

Large 13.3" Active Color
Video Capture Port Built-in
Lithium-Ion Battery Included
FD Replaceable w/2nd Battery
Upto 80MB Main Memory



CHEM 9750 SPECIFICATIONS

- Intel Pentium 120/133/150/166/200MHz/MMX
- 13.3" TFT XGA/12.1" TFT SVGA
- 16MB Memory onbrd, expand upto 80MB
- 800x600x16M True Colors, 2MB Video RAM
- 64bit PCI bus graphics accelerator
- SystemSoft Flash BIOS with PnP
- 10Xi CD ROM, exchange w/FDD or Battery
- 16Bit Stereo Sound System
- Pipelined Synchronous 256K Level-2 Cache
- Infra-red IrDA and FIR
- Video Capture port
- Windows 95 Keyboard

CHEM 6800 SPECIFICATIONS

- Intel Pentium 100/120/133/166/200MHz
- Pipelined Synchronous 256K Level-2 Cache
- 12.1" Active Matrix Screen
- 2MB EDO Video RAM on PCI v2.1 Bus
- Expandable EDO Memory up to 64MB
- 800x600x16M True Colors
- 64Bit PCI bus with graphics accelerators
- SystemSoft flash BIOS with Plug & Play
- Built-in 11X CD-ROM
- 16Bit Stereo sound System
- 3 x Type II or 1 x Type II+1 x Type III (Support Zoom Video Port)
- Modem Ring in wake up on Power Mgmt
- Built-in 1MB Mask ROM hardware wavetable
- Removeable Floppy & hard drive
- Infra-red IrDA and FIR
- RCA jack for TV-Out
- Windows 95 Keyboard

FD replaceable w/2nd Battery
Upto 64MB EDO Memory
Large 12.1" Active Color
Built-in 11X CD-ROM
RCA Jack for TV Output
Lithium-Ion Battery Included

CHEM BOOK 6800

CHEMBOOK 6800 ■ P5 CPU ■ Active 12.1" ■ 16MB EDO 144DIMM ■ 256K L2 P.B. Cache ■ 1.44FD ■ 11X CDROM ■ 2MB EDO Video ■ TouchPad ■ 16Bit Stereo Sound ■ RCA Jack ■ IS/IP ports ■ Li-ion Batt ■ InfraRed port ...

Active Matrix 12.1 (1.4/2.1/3.0GB)	
■Pentium-133Mhz	$2222/$2318/$2530
■Pentium-166Mhz	$2268/$2363/$2575
■Pentium-200Mhz	$2340/$2436/$2648

CHEM 6800 NoteBook Options

16MB=16x1 144Pin EDO	$105
32MB=32x1 144Pin EDO	$195
Auto Adaptor 12V	$75
AC Adaptor	$80
Li-ion Internal Battery	$205
Battery Charger	$95

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What is RAID?

RAID is an acronym for Redundant Array of Inexpensive (or Independent) Disks. A RAID array is a collection of drives which collectively act as a single storage system, which can tolerate the failure of a drive without losing data, and which can operate independently of each other. Among all RAID implementations, RAIDport, the latest Adaptec RAID 5 solution, is the most cost-effective way to protect your data. If the data in your file server is vital to your survival of your business, RAID-5 is the way to go!

Thunder 2 Dual PII

- TYAN Thunder-2 ATX S1696DLUA Dual Pentium II 233-300 MHz System Board - 1 AGP+5 PCI+2 ISA Slots, 4 168Pin DIMM for Max 1GB, Onbrd Adaptec dual channel U-Wide SCSI with RAIDport option, Yamaha PCI Wavetavle sound, Super IO/FD/IDEs/USBs/PS2, Flash AMI BIOS
- Intel Pentium® II CPU(s) w/ Cooling Fan(s)
- 64MB 168Pin 10ns SDRAM DIMM
- 1.44MB Floppy Drive
- Three 3.2GB Quantum FireBall ST33260S Ultra-SCSI-2 HDs
- Mitsumi FX162T 16X Speed Internal ATAPI IDE CD-ROM
- Trident 9680 PCI 1MB MPEG+AVI Video Card
- 14' ShamRock 1Kx768NI Pwr-Saving Monitor
- GigaStar ATX style Medium Tower 235W ATX PS
- KeyTronic 104 Key Win95 PS/2 Keyboard
- MicroSoft Ergonomic Serial Mouse w/ Pad

Single Pentium II
233MHz $3133
266MHz $3294
300MHz $3679

Dual Pentium II
233MHz $3677
266MHz $3997
300MHz $4769

RAID-5 Pentium Pro² Server

- IWILL DP6NS Dual Pentium® Pro processor-based board w/Built-in Adaptec® PCI SCSI chipset 7880 (AHA-2940UW Ultra Wide SCSI), 50Pin Fast SCSI-2 & 68Pin Ultra Wide SCSI (40MB/s Burst) with optional RAID support, Intel 440FX chipset, ZIP Socket 8, 150-233Mhz, 3 PCI+4 ISA slots, FP or EDO 72Pin SIMM & support upto 512MB, built-in PCI-IDE interfaces, FD, 2-16550 UARTs, ECP/EPP, support 4 IDE HDs, PnP, 50pin SCSI + 68pin Wide SCSI + FD/HD/IO cables, PS/2 mouse port & EZ-SCSI V4.0L + complete Adaptec® software driver & manual included
- Adaptec AAA-131 RAID 5 Ultra-Wide Adapter with 1MB Cache onbord
- Genuine Intel Pentium® Pro Processor(s) w/ Cooling Fan(s)
- 32MB=16MBx2 60ns 72Pin EDO SIMM RAM
- 1.44MB Floppy Drive
- Mitsumi FX162T 16X Speed Internal ATAPI IDE CD-ROM
- Four 3.2GB Quantum FireBall ST33240S Ultra-SCSI-2 HDs
- Trident 9680 PCI 1MB MPEG+AVI Video Card
- 14' ShamRock 1Kx768NI Pwr-Saving Monitor
- GigaStar ATX style Full Tower 235W ATX PS
- KeyTronic 104 Key Win95 PS/2 Keyboard
- MicroSoft Ergonomic Serial Mouse w/ Pad

P6² is here!

	Single	Dual
180MHz 256k	$3283	$3499
200MHz 256k	$3573	$4079
200MHz 512k	$4132	$5197
200MHz 1mb	$Call	$Call

RAID-5 AMI Quad P6

- AMI (American Megatrends, Inc) Goliath Quad Pentium® Pro Processor EISA/PCI motherboard - U.S. designed & made 180/200MHz (or higher) 1/2/4 processors supported, easy processor upgrade thru CPU based board approach, 1GB memory max onboard with 168pin slots, 4 way Interleave structure for max performance ECC supported, 168Pin DIMM supported, Intel 82450GX chipset, AMI Green Flash BIOS, 6 PCI + 4 EISA slots, integrated I/O w/ 1P/2S/FD/ IDEs/PS2 mouse
- Genuine Intel Pentium® Pro Processor(s) w/ Cooling Fan(s)
- 64MB=32MBx2 168Pin 4Mx72 EDO ECC Buffered DIMM
- 1.44MB Floppy Drive
- Mitsumi FX162T 16X Speed Internal ATAPI IDE CD-ROM
- DPT SmartRAID IV RAID-5 Ultra-Wide SCSI-3 PCI 2 channels with 8MB parity cache memory for speedy performance
- Five 3.2GB Quantum FireBall ST33260S Ultra-SCSI-2 HDs
- Trident 9680 PCI 1MB MPEG+AVI Video Card
- 14" ShamRock 1Kx768NI Pwr-Saving Monitor
- Heavy-Duty Server Case Model LT-18 supporting 11 drive bays, 26"x10"x25", removable front & side doors, Lockable front door for security, "snap-in" drive mounts, swing-out feet
- 400W AT Size Power Supply special-designed for AMI Goliath with 12V/5V/3.3V DC output
- KeyTronic 104 Key Win95 PS/2 Keyboard
- MicroSoft Ergonomic Serial Mouse w/ Pad

ULTRA WIDE 40MB/s Ready!!!

P6⁴ is here!

Intel Pentium® Pro
Dual 200MHz 256/512k $9339/$10498
Quad 200MHz 256/512k $11546/$13863

NT ENHANCEMENTS

NT Guaranteed! All hardware listed below are guaranteed to be NT 4.0 compatible. We will make it right or your money back!

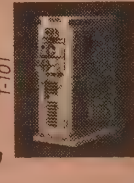
■ **Memory**
- *16/32/64/128MB 10ns SDRAM UnBuffered 168Pin DIMM for 430VX/TX* .... $Call
- *16/32/64/128MB 60ns DRAM ECC EDO Buffered 168Pin DIMM for 440FX* .... $Call

■ **RAID 5 Fast Ultra Wide SCSI-2 Host Adapter**
(for RAID-5 implementation, an IDE HD as boot drive is recommended)
- *DPT SmartCache IV SCSI Adapter & RAID Series/SmartRAID IV RAID Series* .... $Call
- *Mylex DAC960 Series Hi-Performance PCI RAID Controller with upto 3 UW SCSI channels supporting 45 HDs, upto 64MB Cache installable* .... $Call
- *AMI Complete MegaRAID Solution including:SCSI RAID level 0,1,3,5,10,30, and 50 PCI Disk Array Controllers/FlexRAID/Advanced Management Software/Advanced Enclosure Management/Boot-Up Configuration/Power Console/General Alert* .... $Call

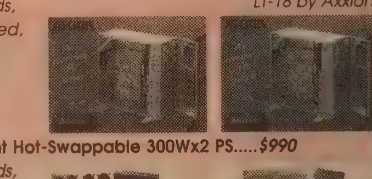
■ **TapeDrive - HP DAT DDS/DDS-2 Drive (Sold & integrated with system only)**
- *HP DAT C1534 DDS DAT Tape Drive (2GB on 90m Tape)* $540
- *HP DAT C1536 DDS DAT Tape Drive w/DCLZ Hardware Compression (4GB on 90m Tape with compression)* $605
- *HP DAT C1599A DDS-2 DAT Tape Drive w/DCLZ Hardware Compression (8GB on DDS-2 format with compression)* $779
- *HP DAT C1553A DDS-2 Autoloader w/DCLZ Hardware Compression (48GB on DDS-2 format with compression)* $2010
- *Seagate 32GB DAT DDS-2 Autoloader 4586NP (4 DAT Tape Support)* $1235
- *Optional 12 Tape Magazine for above 4586NP upto 96GB (no tape)* $135

■ **High End Video Card - 3D Rendering/Graphic Animation/OpenGL**
- *Symmetric GLyder MAX/TX-16/TX-40/MP-40 3D Accelerator* .... $520/$1790/$2245/$2520
- *Dynamic Pictures OpenGL Accelerator Oxygen102/202/402* .... $985/$2075/$3655

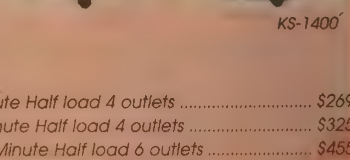
■ **Server Chassis (T-101)/Disk Array Chassis (T-103): Dimension=13"x31"x22" w/Dual Redundancy & Hot Swappable Power Supplies** .... **$880/$880**
- *T-101: 12 DriveBays/Upto 2 PowerSupply 2x300W, 2x4.6" Smart Fans w/ Efficient Air Flow, Full Size AT Motherboard FormFactor*
- *T-103: 16 DriveBays/Upto 2 PowerSupply 2x300W, 2x4.6" Smart Fans w/ Efficient Air Flow, Perfect RAID Disk-Array Sub-Chassis*

T-101

T-103

■ **Server Chassis LT-18 By Axxion w/o Power Supply.....$480**
- *Full-size AT, Baby AT, oversize AT based boards, 11 drive bays (one 3.5" and four 5.25" exposed, six 5.25" hidden bays), Twelve slots, "snap-in" drive rails, secondary cooling fans, accepts standard power supply. Dimensions: 26" x 10" x 24.5" (DxWxH),*

LT-18 by Axxion


■ **Server Enclosure KS-1400 w/ Dual Redundant Hot-Swappable 300Wx2 PS.....$990**
- *Full-size AT, Baby AT, oversize AT based boards, 14 5.25" drive bays, Twelve slots, "snap-in" drive rails, 8 cooling fans, Dimensions: 20.5" x 16.25" x 23.75" (DxWxH)*


KS-1400

■ **CD-ROM Tower Subsystem Chassis**
- *7 Plextor 20X PX-20TSI w/250W PS* $2039
- *7 Toshiba 15X XM-3801B w/250W PS* $1255
- *7 Toshiba 12X XM-5701B w/250W PS* $1085

■ **UPS Un-interrupted Power Supply**
- *APC SmartUPS 420VS 420VA 4 minute Full 9 Minute Half load 4 outlets* $269
- *APC SmartUPS 650VS 650VA 5 minute Full 11 Minute Half load 4 outlets* $325
- *APC SmartUPS 1000VS 1000VA 6 minute Full 15 Minute Half load 6 outlets* $455
- *APC SmartUPS 1400VS 1400VA 7 minute Full 19 Minute Half load 6 outlets* $599

Compatibility Guaranteed

Windows NT 4.0 Server/Workstation

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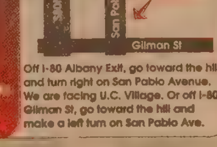

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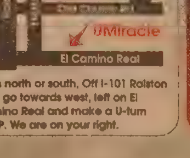
Sunday 10:30AM-6:00PM
Yes! Open on Sunday!



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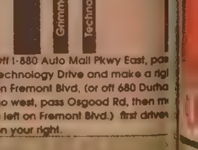
Ph:510-226-3666
Yes! Open on Sunday!



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Motherboard/CPU/Memory

A-BIT Office Pro PX-5 Jumperless 512K TX-chipset Motherboard Pentium 75-200Mhz/Cyrix® 686-200+/AMD K5/K6 DIMM+SIMM supported, 4 PCI+4 ISA slots, onbrd PCI-IDE, HiSpd I/O, FD, Flash BIOS w/ OverClock Setting AT Form $105
A-BIT Office Pro AX-5, same as above but in ATX Form $115
ASUS TX97 Pentium® processor-based board - 430TX PCISet, Pipelined 512K onbrd, 75-200Mhz Pentium/MMX/AMD/Cyrix200+ CPUs, 4 PCI+4 ISA+1 ASUS MediaBus slots, 168Pin DIMMx3 support, onbrd Ultra-IDE, FD, HiSpd I/O, Flash Award BIOS w/NCR SCSI Suppt, AT form factor $150
ASUS TX97-E same as TX97, plus 72PinSIMMx4 support $155
ASUS TX97-X Pentium® processor-based board - 430TX PCISet, Pipelined 512K onbrd, 75-200Mhz Pentium/MMX/AMD/Cyrix200+ CPUs, 4 PCI+4 ISA slots, 168Pin DIMMx3 support, CreativeLabs VIBRA PnP Audio, onbrd Ultra-IDE, FD, HiSpd I/O, USB, Flash Award BIOS w/NCR SCSI Suppt, ATX form factor $187
ASUS TX97-XE same as TX97X, plus 72PinSIMMx4 support $189
ASUS P2L97 Intel Pentium II motherboard - 233-333Mhz support, 440LX AGPset with Accelerated Graphics Port Connector for optimal Video Graphics, 3 PCI/2 ISA/1 AGP slots,DIMM, Onbrd I/O, UltraDMA PCI IDE, ATX format $255
ASUS P2L97-S same as P2L97, plus onbrd Adaptec 7880 U-Wide SCSI $359
ASUS P2L97-DS same as P2L97, plus onbrd Adaptec 7880 U-Wide SCSI and Dual Pentium II CPU support $425
Intel Anchorge AN430TX Pentium MMX motherboard - Yamaha OPL4 hardware wavetable audio, 512K Cache, 430TX chpst, 3 ISA+3 PCI slots, onbrd PCI-IDE, FD, I/O, PS/2 connectors, Flash AMI BIOS, 168Pin DIMM support upto 256MB, ATX form factor ..... $[illegible]
Intel Portland PD440FX Pentium II ATX Motherboard - Boxed version, 233-266MHz Supported, 440FX Chipset, 3 ISA+3 PCI Slots, 512K Cache on Pentium II CPU Cartridge, 4 72Pin SIMM Slots, Onboard Super I/O/FD/IDEs/ PnP Yamaha POL3 Integrated Audio $250
Intel AL440LX Pentium II Motherboard - 233Mhz & above CPU support, 440LX AGPset with Accelerated Graphics Port Connector for optimal Video Graphics, Yamaha OPL4 hardware wavetable audio,3 PCI/2 ISA/1 AGP slots DIMM, Onbrd I/O, UltraDMA PCI IDE, ATX format $289
Intel DK440LX Dual Pentium II Motherboard 82440LX AGPset - 233Mhz & above Dual CPU support, 440LX AGPset w/ Accelerated Graphics Port Connr to optimal Video Graphics,4 DIMM slots,Onbrd I/O,UltraDMA PCI IDE,onbrd Intel Pro10/100BT Ethernet/Adaptec 7895 Dual Channel SCSI w/ RAIDport slot $Call
•Intel Providence PR440FX Dual Pentium® Pro processor-based board - Intel 440FX PCISet, support Dual Pentium® Pro CPUs w/VRM, ECC EDO buffered 168Pin DIMM upto 512MB, Integrated LAN Controller Intel 82557 (=EtherExpress® Pro/100B), Integrated UltraWide SCSI Adaptec® 7880 w/onbrd + External mini-68Pin Wide Connector, Integrated Audio - Crystal+Yamaha OPL3 FM Synthesizer 16bit StereoSound, 4 PCI+1 ISA slots, onbrd PCI Bus Master IDE ports,HiSpd I/O, FD, Dual ZIF Socket 8, Flash AMI PnP BIOS $425
IWILL P55XUW PCI Pentium® processor-based ATX board w/ Built-in Adaptec® PCI SCSI chipset 7880 (AHA-2940UW UltraWide SCSI), Intel 430TX chpst, MMX/ Cyrix 686 CPU support, 50Pin Fast SCSI-2 & 68Pin Ultra Wide SCSI (40MB/s Burst) with optional RAID support, Pipelined 512K Cache onbrd, 3 PCI+4 ISA slots, 72Pin SIMM & 168PIN DIMM, onbrd UltraDMA IDE ports, FD, HiSpd I/O, USB, 50+68Pin Wide SCSI + FD/HD/IO cables, Musical alarm CPU fan, PS/2 mouse port & EZ-SCSI V4.0L + Adaptec® software & manual included $295
IWILL DP6NS Dual Pentium® Pro processor-based board w/Built-in Adaptec® PCI SCSI chipset 7880 (AHA-2940UW UltraWide SCSI), 50Pin Fast SCSI-2 & 68Pin Ultra Wide SCSI (40MB/s Burst) with optional RAID support, Intel 440FX chpst, 150-233Mhz, 3 PCI+4 ISA slots, 72Pin SIMM support upto 512MB, onbrd PCI-IDE ports, FD, HiSpd I/O, 50Pin SCSI + 68Pin Wide SCSI + FD/HD/IO cables, PS/2 mouse port & EZ-SCSI V4.0L+Adaptec® software driver & manual $505
IWILL P11NS Pentium II processor-based board - 233-300MHz Supported, 440FX Chipset, 4 ISA+4 PCI Slots, 512K Cache on Pentium II CPU Cartridge, 8 SIMM Slots upto 1GB, Onboard Super I/O/FD/IDEs/USBs, Built-in Adaptec® PCI SCSI chipset 7880 (AHA-2940UW UltraWide SCSI), 50Pin Fast SCSI-2 & 68Pin Ultra Wide SCSI (40MB/s Burst) with optional RAID support, ATX, Award BIOS $405
TYAN Tahoe-A ATX S1684SA Pentium II 233-300 MHz System Board.- 4 PCI + 4 ISA Slots, 6 72Pin SIMM for Max 512MB, Integrated Creative Labs Vibra 16 Audio, Onbrd Super IO/FD/IDEs/USBs/PS2, Flash Award BIOS (Also supports Pentium Pro CPU with optional Riser Card) $245
TYAN Tahoe-2 ATX S1682D Dual Pentium II 233-300 MHz System Board - 5 PCI + 3 ISA Slots, 8 72Pin SIMM for Max 512MB, Onbrd Super IO/FD/IDEs/USBs/PS2, Flash Award BIOS (Also supports Pentium Pro CPU with optional Riser Card) $300
Tyan Tiger 2 ATX (S1692DL) - Pentium II board w/ Intel 440LX chipset ..... $Call
Tyan Thunder 2 ATX (S1696DLUA) - Dual Pentium II board w/ 440LX chpst .. $Call
AMI (American Megatrends, Inc) Goliath Quad Pentium® Pro Processor EISA/ PCI motherboard - U.S. designed and made 180/200MHz (or higher) 1/2/4 processors supported, easy upgrade thru CPU based board approach, 1GB memory max onboard with 168 pin slots, 4 way interleave for max performance, ECC support, 168Pin DIMM support, 82450GX chpst, AMI Flash BIOS, 6 PCI+4 EISA slots, Integrated I/O w/ 1P/2S/FD/IDE, Full Size AT form factor
Above w/ two 200MHz Pentium Pro 256K CPUs $5220
Above w/ four 200MHz Pentium Pro 256K CPUs & 2nd CPU baseboard . $7835

CPU & Memory (Prices Subject to Change without notice)

Intel Pentium® Pro processor 256K/512K/1024K 150/180/200Mhz ..... $Call
Intel Pentium® II processor 233MHz/266MHz/300MHz 512K Cache ..... $Call
Pentium® P5-100/120/133/150/166/200/233MHz/MMX CPU ..... $Call
AMD K5/K6/Cyrix®/IBM® 6x86-166+/200+/M2 CPU ..... $Call
256/512K Synchronous Pipelined Cache COAST module ..... 20-$25
72Pin SIMM - 32/36Bit-FP/EDO/Parity ..... $Call
16/32/64MB 168Pin SDRAM DIMM Unbuffered 12ns for Triton VX/TX board . $Call
32/64/128MB 168Pin EDO DRAM DIMM w/ECC Buffered 60ns ..... $Call

I/O Card/Controller Card

Adaptec 2940U Ultra SCSI-2/2940UW SCSI-2 Controller ..... $180/$205
Adaptec AAA-131/AAA-133 RAID 5 Ultra-Wide SCSI-2 Multi-Channel Host Adaptor w/1MB Cache onbrd ..... $460/$795
Western Digital PCI-SCSI Adapter - 7193RTL, Fast SCSI-2, 10MB/s, CorelSCSII .. $85
External SCSI-2 50Pin Mini-68Pin Adapter for Internal 50pin ribbon cable SCSI $20
External Wide SCSI Mini-68Pin Adapter with 3-68pin-connector Internal ribbon cable for any onboard Internal 68pin Wide SCSI Interface $45
Fast Wide SCSI-2 Internal Ribbon Cable, 68Pin, 2/3 connectors $20/30
External SCSI Cables/Terminator Centronic/Mini/UltraDensity 50/68Pin ..... $Call

Network Card

Ethernet NE2000 ISA PnP/Softset 16Bit Combo/PCI Combo ..... $25/$45
Intel EtherExpress Pro 10/100 PCI ENET 32Bit 10-BT (PILA8465B) $65
3COM Etherlink III 3C509B Combo ..... $[illegible]
3COM Etherlink XL 3C900 Parallel-Tasking PCI Combo $78
3COM Fast Etherlink XL 3C905-TX Parallel-Tasking 100BT PCI $65

Video Card

Trident 9680 Windows Accelerator PCI 1MB/2MB with MPEG and AVI Motion Video built-in $35/45
Diamond Stealth 3D 2000XL PCI 4MB EDO-DRAM ..... $[illegible]
Diamond Stealth 3D 3000XL PCI 2MB/4MB VRAM ..... $[illegible]
ATI 3D ProTurbo PC2TV SGRAM 4MB/8MB ..... $135/$180
ATI All-In-Wonder 7-in-One TV, Video and Graphic multimedia,PC or TV Display, TV Tuner, w/ ATI's 3D RAGE II and ImpactTV chipset 4MB $265
ATI Xpert@Work/Xpert@Play AGP Video card ..... $Call
Matrox MGA Millennium II WRAM PCI 4MB/8MB ..... $215/$366
Memory module for Millennium II 4MB/8MB/12MB ..... $145/$235/$325
Matrox MGA Mystique 220 2MB/4MB SGRAM OEM $89/119
Matrox MGA Millennium 3D WRAM AGP Video card ..... $Call
Diamond VIPER V330 AGP(Accelerated Graphic Port) 4MB SGRAM 2D/3D
NVIDIA RIVA 128 Chpst 128Bit Windows Accelerator Upgradabel to DVD . $19[illegible]
Diamond FIRE GL1000 Pro 4MB/8MB AGP SGRAM 2/3DLabs Permedia 2 Graphics Chipset ..... $215/$285

Monitor

14" ShamRock 1Kx768Nix0.28DP Digital Control Pwr-Saving Monitor .....
15"/17" ShamRock 1280x1KNix0.28DP Monitor .....
Hitachi NSA SuperScan Pro CM-500U 15" .28DP, 1280x1024 ..... $31[illegible]
Hitachi NSA SuperScan Pro CM-620U 17" .28DP, 1280x1024 ..... $52[illegible]
Hitachi NSA SuperScan Pro CM-751MU 19" .22DP, 1600x1200 ..... $1045
Hitachi NSA SuperScan Pro CM-800U 21" .22DP, 1600x1200x75Hz $1356
Hitachi NSA SuperScan Elite CM-630U 17" .22DP, 1600x1280x69Hz $695
Hitachi NSA SuperScan Elite CM-802U 21" .22DP, 1600x1280 ..... $179[illegible]
Hitachi NSA SuperScan Elite CM-803U 21" .22DP, 1800x1440 77Hz ..... $189[illegible]
IIYAMA VisionMaster-17 MF-8617E 17" .26DP, Microprocessor Contrl, PnP, DPMS, MPRII, Full On-screen program, 1600x1200@69Hz ..... $54[illegible]
IIYAMA VisionMaster-Pro 17 MT-9017E 17" .25DP, Microprocessor Contrl, PnP, DPMS, MPRII, Full On-screen program, 1600x1200@72Hz, Trinitron Tube $620
IIYAMA VisionMaster MF-8221E 21" .22x.16DP, Microprocessor Contrl, PnP, DPMS, MPRII, Full On-screen program, 1600x1200@76Hz $1255
IIYAMA VisionMaster MT-9021E 21" .30x.00DP, Microprocessor Contrl, PnP, DPMS, MPRII, Full On-screen program, 1600x1200@76Hz, Trinitron Tube $1325
Sony 15" 100SX/100SF 17" 200SX/200SF/17SE2T ..... $339/$375/$595/$665/$850
Sony 20" 300SFT/GDM20SE2T ..... $1395/$1745
Viewsonic E641/E655/15GA/15GS/17EA/17GA/17PS/PT770/PT775/GT770/G800/ G810/PT813/G810/GT800/29GA/P810/P815/etc ..... $Call
Mitsubishi, NEC, ADI, Nokia ..... $Call

Modem

SupraExpress 33.6K Voice Fax Internal PnP $65
SupraExpress 56K Internal PnP Fax only / Fax + SpeakerPhone ..... $125/$145
USR Sportster 33.6K Faxmodem Internal/External ..... $95/$145
USR Sportster 33.6K Voice Faxmodem w/Voice Internal $105
USR Sportster x2-56K Faxmodem Internal/External ..... $150/$195
USR Sportster x2-56K Voice Faxmodem w/Voice Int./Ext ..... $160/$215

Floppy Drive Tape Backup

Floppy Drive 1.44M 3.5"/Teac 1.2M 5.25"/1.44M 3.5" ..... $24/$45/27
Colorado 3.2GB T-3000 off floppy Travan w/Win95 Sftwre, w/tape $179
Colorado HP T4000S 8GB, 62MB/min, SCSI-2, Travan TR-4, internal, w/tape . $359
Seagate 4586NP SCSI-2 DAT DDS-2 Autoloader supports 4 - 120m 4MM DAT tapes for 32GB, optional 12 tape magazine for 96GB $1235
Optional 12 tape magazine for above $135
a:Drive LS-120MB Super Floppy Drive 5X1.44FD speed, read/write 1.44MB . $Call
Iomega ZIP Drive 100MB w/disk ATAPI IDE -Internal $120
Iomega ZIP Drive 100MB w/disk SCSI-Internal/External ..... $140/$155
Iomega ZIP Drive Disks single/three/ten pack ..... $15/$40/$130
Iomega Jaz Drive 1GB w/disk SCSI-Internal/External ..... $295/$400
Iomega Jaz Drive Disks single/five pack ..... $92/$445
Iomega Ditto TapeBackup 2GB Insider Tavan TR-1,2,3 ..... $130
Iomega Ditto TapeBackup 3200 Insider 3.2GB Tavan QIC w/o tape $165
Tape Cartridge TR-1/TR-3/TR-4/DAT ..... $32/$35/$45/$Call

KeyBoard/Mice/Software/Chassis/PowerSupply/Misc

Mitsumi/KeyTronic104 Enhanced Win95 Keyboard ..... $12/$21
Focus 2001 104 Win95 Key Enhanced Click w/Cover $33
Focus 6002 104 Win95 Key Enhanced w/ wristrest $30
Natural Keyboard SK-6000 Win95 Key Enhanced / with Touch Pad ..... $50/$70
MicroSoft Natural Keyboard Win95 Key/Ergonomic Serial/PS 2 type $70/$30/$35
Logitech 2-Button Mouse Serial/PS2 ..... $[illegible]
Logitech Mouseman Serial+PS 2 Combo/Cordless ..... $[illegible]
Logitech Trackman Marble $80
MS DOS 6.22/Windows V3.11/WFWG V3.11(w/System Purchase) ..... $45/$[illegible]75
MS Windows 95 Full CD OEM/NT V4.0 Workstation (w/SystemPurchase) $90/$145
MS Office Professional 97 CD version ..... $[illegible]
MS Windows NT V4.0 Server with 5 User Access License OEM ..... $[illegible]
MS Windows NT V4.0 Server 20 User Access License (No Software) ..... $[illegible]
GigiStar Series Full Tower AT 250W/ATX 230W ..... $[illegible]
GigiStar Series Medium Tower AT 250W/ATX 230W ..... $[illegible]
GigiStar Series Mini Tower/DeskTop AT 230W ..... $50/$55
Server Class Super Case w/250W PS w/ detachable front panel, Dual side door, solid construction, slide-in Drive Bay, Dual fans, lots of bays, Fits Full/Baby AT Size board, Medium/Full Tower ..... $115/$140
Server Chassis (T-101)/Disk Array Chassis (T-103): Dimension=13"x31"x22" w/Dual Redundancy & Hot Swappable Power Supplies:
- T-101:12 DriveBays/Upto 2 PowerSupply 2x300W, 2x4.6" Smart Fans w/ Efficient, Air Flow, Full Size AT Motherboard FormFactor .....
- T-103: 16 DriveBays/Upto 2 PowerSupply 2x300W, 2x4.6" Smart Fans w/ Efficient Air Flow, Perfect RAID Disk-Array Sub-Chassis $880

Server Chassis LT-18 By Axxion w/o Power Supply - Full-size AT, Baby AT, oversize AT based boards, 11 drive bays (one 3.5" and four 5.25" exposed, six 5.25" hidden bays), Twelve slots, "snap-in" drive rails, second cooling fans, accepts standard power supply, Dims: 26" x 10" x 24.5" $480
Server Enclosure KS-1400 w/ Dual Redundant Hot-Swappable 300Wx2 PS, Full-size AT, Baby AT, oversize AT based boards,14-5.25" drive bays, Twelve slots, "snap-in" drive rails, 8 cooling fans, Dims: 20.5" x 16.25" x 23.75" (DxWxH) ... $990
Deluxe External SCSI Case w/Terminator+SCSI Cable+P/S+Fan 3.5" Half Height/5.25" Half Height .....
Deluxe External SCSI Case w/68Pin Wide/Ultra Wide SCSI Connector + P/S + Fan 3.5" Half Height with 68Pin External Cable and Terminator $150
Power Supply PS-2 Type 230W/250W/300W ..... $28/$[illegible]
Power Supply ATX Type 235W/300W .....
486/P5/P6 CPU Cooling Ball-Bearing Fan w/heat sink .....
Chassis Second Cooling Fan 3" or 3.5" .....
Printer Cable 6"/10"/15"/25" .....
PS/2 mouse port connector for motherboard PS/2 mouse port .....

CD-ROM Drive

Toshiba XM-6102B 24X Speed Internal ATAPI IDE CD ROM $95
Panasonic CR585 24X Speed Internal ATAPI IDE CD-ROM $95
Mitsumi FX162T 16X Speed Internal ATAPI IDE CD-ROM $85
Mitsumi FX810T 8X Speed Internal ATAPI IDE CD-ROM $65
Toshiba XM-5701 12X Speed Internal SCSI CD ROM $115
Toshiba XM-3801B 15X Speed Internal SCSI CD ROM $145
Plextor 20-Plex 12/20XSpeed, 1800-3000Kb/sec, Fast SCSI2, 95ms seek, 512K Buffer, SCAM, w/Tray, PX-20TSI Internal ..... $24[illegible]
Philips CDD2600 SCSI-2 CD-ROM Writer 1MB Cache,2X record & up to 6X read, w/SCSI Controller, Corel CD Creator, 2 blank CDs Internal/External . $490/$59[illegible]
Yamaha CD-ROM Writer CDR400TIPC/CDR401TIPC 512KB Cache, up to 4X record & 6X read, Internal bare version w/Software SCSI2/IDE ..... $750/$ 6[illegible]
Ricoh CD-ReWritable and Recordable Drive SCSI-2 2xWrite/6xRead, Internal,w/ Adaptec Controller, Direct CD UDF packet writing software + Seagate Backup Exec and Easy CD Pro Suite for 95 .....

Speaker

Yamaha, Altec, Lansing Speakers .....
60W/80W/120W Hi-Fi Amplified Stereo Speakers .....
Sound Blaster Compatible 16bit ESS Stereo w/PnP, IDE port .....
Sound Blaster 16 PnP OEM $65
Sound Blaster AWE64 PnP Value OEM .....
Sound Blaster AWE64 GOLD PnP w/ IDE Interface Retail .....
Digital Video Conference Kit - 24bit color camera, PCL Capture Card, 100% IVision Compatible. Complete Software + driver for Win95 .....
Audio Cable - CD-ROM to Sound Card .....

Hard Drive

Western Digital - Caviar

1.2GB IDE WDAC11200 - Enhanced IDE Mode-4 256KB 11ms 5200RPM ..... $15[illegible]
2.0GB IDE WDAC22000 - Enhanced IDE Mode-4 256KB 11ms 5200RPM .....
2.5GB IDE WDAC22500 - Enhanced IDE Mode-4 256KB 11ms 5200RPM .....
3.1GB IDE WDAC33100 - Enhanced IDE Mode-4 128KB <12ms 5200RPM .....
4.3GB IDE WDAC34300 - UltraDMA 33.3Mb/s 256KB 11ms 5400RPM .....
5.1GB IDE WDAC35100 - UltraDMA 33.3Mb/s 256KB 11ms 5400RPM .....
6.4GB IDE WDAC36400 - UltraDMA 33.3Mb/s 256KB 9.5ms 5400RPM .....
2.1GB Ultra SCSI-2 Enterprise E2170-3 512KB 7200RPM .....
2.1GB UltraWide SCSI-2 Enterprise E2170-7 512KB 7200RPM .....
4.3GB Ultra SCSI-2 Enterprise E4360-3 512KB 7200RPM .....
4.3GB UltraWide SCSI-2 Enterprise E4360-7 512KB 7200RPM .....

Quantum

2.1GB FireBall ST32160A EIDE UltraDMA 10ms, 5400RPM ..... $[illegible]
3.2GB FireBall ST33240A EIDE UltraDMA 10ms, 5400RPM .....
4.3GB FireBall ST34320A EIDE UltraDMA 10ms, 5400RPM .....
6.5GB FireBall ST36480A EIDE UltraDMA 10ms, 5400RPM .....
2.1GB FireBall ST32160S Ultra-SCSI 10ms, 5400RPM .....
3.2GB FireBall ST33240S Ultra-SCSI 10ms, 5400RPM .....
4.3GB FireBall ST34320S Ultra-SCSI 10ms, 5400RPM .....
6.5GB FireBall ST36480S Ultra-SCSI 10ms, 5400RPM .....
4.5GB Viking VK34550N Ultra SCSI-2, 8ms, 7200RPM .....
4.5GB Viking VK34550W Ultra Wide SCSI-2, 8ms, 7200RPM .....
9.1GB Atlas AL39100N Ultra SCSI-2, 8ms, 7200RPM .....
9•.1GB Atlas AL39100W Ultra Wide SCSI-2, 8ms, 7200RPM .....

Seagate

2.26GB Barracuda 4LP ST322•72N Ultra SCSI-2 50pin 7200RPM, 512K .....
2.26GB Barracuda 4LP ST32272W Ultra Wide SCSI-2 68pin 7200RPM, 512K ... $5[illegible]
4.55GB Barracuda 4LP ST34572N Ultra SCSI-2 50pin 7200RPM, 512K .....
4.55GB Barracuda 4LP ST34572W Ultra Wide SCSI-2 68pin 7200RPM, 512K ... $[illegible]
9.1GB Barracuda9 ST19171N Ultra SCSI-2 50pin 7200RPM, 512K .....
9.1GB Barracuda9 ST19171W Ultra Wide SCSI 68pin 7200RPM, 512K .....
4.55GB Cheetah AV ST34501N Ultra SCSI-2 8.5MS 10000RPM .....
4.55GB Cheetah AV ST34501W UltraWide SCSI 68pin 7.5MS,10000RPM .....
9.1GB Cheetah AV ST19101N Ultra SCSI-2 7.5MS,10000RPM .....
9.1GB Cheetah AV ST19101W UltraWide SCSI 7.5MS,10000RPM .....

MicroPolis

4.5GB TomaHawk 4LP 4345NS Ultra SCSI-2 50pin 7200RPM,8ms, 512K $595
4.5GB TomaHawk 4LP 4345WS UltraWide SCSI-2 68pin,7200RPM,8ms, 512K . $615
9.1GB TomaHawk9 3391NS Ultra SCSI-2 50pin, 7200RPM, 8ms, 512K $995
9.1GB TomaHawk9 3391WS Ultra Wide SCSI-2 68pin, 7200RPM, 8ms, 512K . $1030

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MIS GUYS, WE KNOW YOU ARE TIRED! YOUR COMPANY DEPENDS ON YOUR NETWORK AND YOUR NETWORK DEPENDS ON YOU! YOU ARE PAYING YOUR CONSULTANT TO EXPERIMENT WITH YOUR HARDWARE! YOUR HARDWARE PROVIDER IS CLAIMING YOUR PROBLEM IS SOFTWARE RELATED BUT YOUR SOFTWARE VENDOR SAYS IT IS NOT! AND YOUR BOSS IS PULLING YOUR HAIR!

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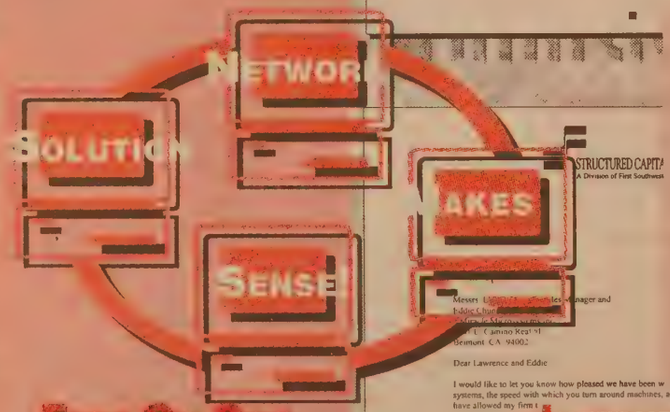

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5 + PEER2PEER NETWORK SOLUTION

- FIVE ASUS TX97 AMD-K5 166MHz WorkStations w/Licensed Windows 95
  (See Previous Pages for Workstation Configuration Details)
- FIVE Intel EtherExpress 100BaseT PCI Network Interface Adapters Installed
- Up to 500' Catalog-5 100BaseT UTP Cabling (InWall w/ Plates - 5 Nodes)
- 10BaseT 8-Port Hub
- HP LaserJet 5 Printer
- OnSite Windows 95 Peer to Peer Network Resources and Printer Setup

Recommended Options:
- 100BaseT 8-Port Hub
- Internet Access + EMail Solution
- Network User + Administrator Training
- 3 Month 8-Hour Response Service Maintainence Contract

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10 + ONE NETWORK SOLUTION

- TEN ASUS TX97 AMD-K5 166MHz WorkStations w/Licensed Windows 95
- ONE ASUS P2L97 Pentium II 266MHz AGP File Server w/25 User Licensed NT4.0 Server
  (See Previous Pages for Workstations and Server Configuration Details)
- ELEVEN Intel EtherExpress 100BaseT PCI Network Interface Adapters Installed
- HP LaserJet 5N WorkGroup Printer w/10BaseT Connection to Server
- 3COM 3C250B-TX 12-Port 100BaseT Stackable Hub
- APC Smart-UPS VS420 Un-interruptable Power Supply w/ Setup
- Up to 1100' Catalog5 100BaseT UTP Cabling (InWall w/ Plates - 11 Nodes)
- OnSite Windows NT WorkGroup Network Resources and Printer Setup

Recommended Options:
- Internet Acces + EMail Solution
- 3 KeyStroke Recovery Backup Solution
- Fax Server Solution
- Network User + Administrator Training
- 6 Month 8-Hour Response Service Maintainence Contract

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20 + ONE NETWORK SOLUTION

- TWENTY Intel Anchorage w/Audio Pentium 166MMX WorkStations w/Licensed Windows 95
- ONE Intel Providence PentiumPro File Server w/ One PentiumPro 180MHz CPU w/25 User Licensed NT4.0 Server with Dual 100BaseT PCI NICs each connected to 100BaseT hub for double thoroughput
  (See Previous Pages for Workstations and Server Configuration Details)
- TWENTY-TWO Intel EtherExpress 100BaseT PCL Network Interface Adapters Installed
- ONE HP LaserJet 5M WorkGroup Printer w/10BaseT Connection to Server
- TWO 3COM 3C250B-TX 12-Port 100BaseT Stackable Hub
- APC Smart-UPS VS650 Un-interruptable Power Supply w/ Setup
- Up to 2100' Cat5 100BaseT UTP Cabling (InWall w/ Plates - 21 Nodes)
- OnSite Windows NT WorkGroup Network Printer and Resources Setup

Recommended Options:
- Internet Acces + EMail Solution
- 3 KeyStroke Recovery Backup Solution
- Fax Server Solution
- Network User + Administrator Training
- 6 Month 8-Hour Response Service Maintainence Contract

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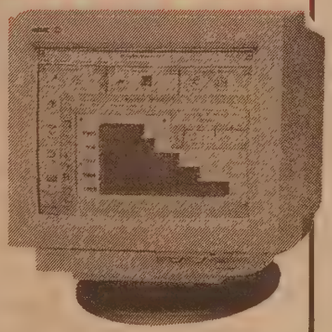

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INTERNET • BY JOHN S. QUARTERMAN

Spam Block

Tools Vs. Rules

There is some good news about spam.

No, not laws against it.

Okay, Let's Talk About Laws

Yes, some laws are being passed. I shudder to think what they will turn out to be like, since it is so easy to misunderstand the problem and end up with laws against content instead of laws against types of distribution.

Many of us have just spent a lot time over the past couple of years defending free speech on the Internet all the way to the Supreme Court (*http://www.mids.org/mn/707/cda.html*), and we'd just as soon not have that hard-fought victory compromised by hastily written laws.

Besides, the place spam will have to be stopped is on the Net. That means by the ISPs, since the way spammers manage to spew their trash is by abusing ISP facilities. It takes sizeable facilities to send a big spam, and the average spammer doesn't have them in-house.

Spam that already is illegal under laws against fraud or pyramid schemes can be dealt with under those laws. For example, if a spam recommends using the US Postal Service to buy a report that turns out to be fraudulent or that is part of a pyramid scheme, you can report that to your local US Postal Inspection Service office; just call your post office for the address, or try *http://www.usps.gov* . They have literature that defines types of illegal postal activity; they investigate each complaint and involve federal law enforcement agencies if necessary. Thanks to Barb Dijker for this pointer.

As you know, I'm not averse to suing, and our lawsuit against a spammer (*http://www.mids.org/nospam/*) continues to proceed at a legal pace. John Levine remarks:

"I also expect that lacking something like the Smith bill now in Congress, we'll be seeing increasing numbers of indirect mailbombings like the *flowers.com* one. At *abuse.net* I have a growing list of domains that I have to special case because they get large numbers of complaints due entirely to forged return addresses."

John is doing us all a major service updating (*http://spam.abuse.net*) and I don't disagree with his point.

But going "there oughta be a law" or even using existing laws won't stop spam as it happens. Only ISPs can do that. And laws alone won't stop spam, any more than laws have stopped the heroin trade. No doubt there will be laws against spam. But they won't be worth the paper they're written on without public opinion behind them and ISPs to back them up. So let's just go ahead and do it without waiting for new laws.

Examine The Problem To Solve It

Here is a sample complaint message about one spam that got through. You may have seen the spam in question; it claimed to be From: *Selective.Marketing@zilker.net* .

"I have received over 300 messages like the following, and would appreciate it if you could stop whatever service or user is sending this asap. I have tried to reach the domain contact for *zilker.net* by phone, but have been unsuccessful.

Some laws are being passed.
I shudder to think what they will turn out to be like, since it is so easy to misunderstand the problem and end up with laws against content instead of laws against types of distribution.

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If this continues, I will be reporting it to CERT, as it is starting to cause performance problems with both my system and our mail hubs."

I've filed off the identity of the person complaining because that's not relevant; suffice it to say that the mail hubs in question are inside a very large Internet technology company. Take it as evidence of the real cost of spam.

Another complaint claimed to have seen 6,000 copies of this spam pass through their equipment. The spam message claimed to have sent 100,000 messages. And some spammers claim to send even more, up to tens of millions of messages. Spam is not a small problem.

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Why did the amount of spam increase? Because other ISPs had taken to implementing ever more powerful spam filters, causing spammers to search out and abuse ISPs that hadn't kept up in the technological arms race. (A few months in this arms race is like a decade in the old Cold War arms race.) Also, the amount of spam in general has increased, because of more spammers and more sneaky spam software; some spam is even sent from a new IP address each time. It's hard to recognize spam, either by headers or by remote sender in the envelope address or the remote IP connection.

Even figuring out who to complain to can be very difficult. Lots of people simply believe the From: or Reply-To: headers, which does little good, since spammers almost always forge those. Many people believe the Received: lines, which can be very misleading, since spammers often forge those, too, to make it appear that the spam originated or passed through nodes that weren't involved.

Often even worse is when people do correctly determine the ISP involved in doing the mass-mailing, but don't realize that the ISP is usually just as much a victim as the recipents. This last half-perception often leads complaining people to either flame the ISP or to assume the ISP itself is a villain and to send mail to contacts at the ISP's nameservers or the ISP's contact names listed in its WHOIS record.

Such complaints are almost always counterproductive, since every ISP has to have addresses dedicated to support issues, such as *postmaster@domain* , *support@domain* , or the like, and those aliases will reach somebody who can do something much faster than sending mail to arbitrary individual addresses. In other words, sending mail to the administrative contact for the ISP usually just slows down any effect a complaint might have and annoys the recipient.

Of course, that may be the exact goal of some spam, since there is evidence that sloppy spam like the *Selective.Marketing@zilker.net* one mentioned above is intended to blacken the name of an ISP that has in some way opposed spam.

A New Spam Filter

Fortunately, technology on our side has gotten better, too. Eric Allman keeps the latest sendmail hacks against spam available at

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(*http://www.sendmail.org*). They include the one we mentioned in a previous column that Jump Point Communications (JPC) (*http://www.jump.net*) had installed.

Most previous spam filters used by ISPs have tended to let in mail from everywhere except a list of known spammers. The new spam filter that JPC installed prohibits incoming mail except for local delivery or from known foreign IP addresses (either hosts or networks). If you're sending mail from a host with a domain name that matches that of the ISP or is on a list the ISP permits, you can send mail to anywhere you like. If you're sending mail to the ISP or one of its customers, that's no problem. But if you try to send mail *through* the ISP to some location that does not match those qualifications, as spammers frequently do, you're out of luck.

The place spam will have to be stopped is on the Net.

That means by the ISPs, since the way spammers manage to spew their trash is by abusing ISP facilities. It takes sizeable facilities to send a big spam, and the average spammer doesn't have them in-house.

Complications

This new method is a bit unfortunate, since it requires the ISP to find and list every remote IP address every customer is using to send mail through the ISP. But you'd be surprised how fast an ISP customer will come forward and tell the ISP such information as soon as the customer discovers outgoing mail is blocked. So composing a list of known customer mail-sending addresses is not that hard. It's much easier than trying to identify and add each new spam source as spammers continually add new ones.

There's also an unfortunate complication for a few legitimate ISP users, who used to use the ISP as a mail relay but connected to the Internet through some other dialup connection (for example because they were travelling). That won't work anymore. Such a customer will have to send mail through the local mail relay for whatever ISP they're using to connect.

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What's Not Affected

Incidentally, this filter applies to sending mail, not to receiving it, nor to picking it up with a protocol such as POP, the popular Post Office Protocol. A customer such as that just describe above can still pick up mail from the ISP regardless of how the customer is actually dialed up.

Now if your location is not an ISP, there's not much point in installing this kind of filtering at your location, since you probably want to simply prohibit pass-through mail from anywhere anyway. And most spam is redirected through ISPs anyway, since spammers know ISPs have to permit some pass-through mail from non-local locations, because ISP customers demand that capability. So by the time spam reaches your organization, it's usually addressed to somebody inside your organization anyway, and this new filter won't block it.

Soon Come

But this kind of filtering is still good news, because it is very effective when used by ISPs. And it is good news because many ISPs are using it. It seems the tide is turning. Spam is becoming sufficiently socially unacceptable that responsible ISPs block it. And the blocking software is getting very good. So good that even irresponsible ISPs that permit spamming by their customers are not going to be able to pollute the Internet much longer.

The really good news will be when the irresponsible ISPs go out of business because nobody but spammers will buy from them anymore, or change their policies to stay in business.

Soon come. ■

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Why did the amount of spam increase?

Because other ISPs had taken to implementing ever more powerful spam filters, causing spammers to search out and abuse ISPs that hadn't kept up in the technological arms race.

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ONLINE SERVICES • BY BILL GRAM-REEFER

Martha Online?

It's A Branding Thing

Martha Stewart

Living (MSL) magazine is furiously filling its pages with feature articles on "Exploring the Internet," to help Martha's minions learn the basics of getting onto and using the Web reasonably well. In fact, if you or your spouse follow Martha, you already know that, in October, her Emmy-winning TV show of the same name included an entire week's worth of segments on navigating the Internet.

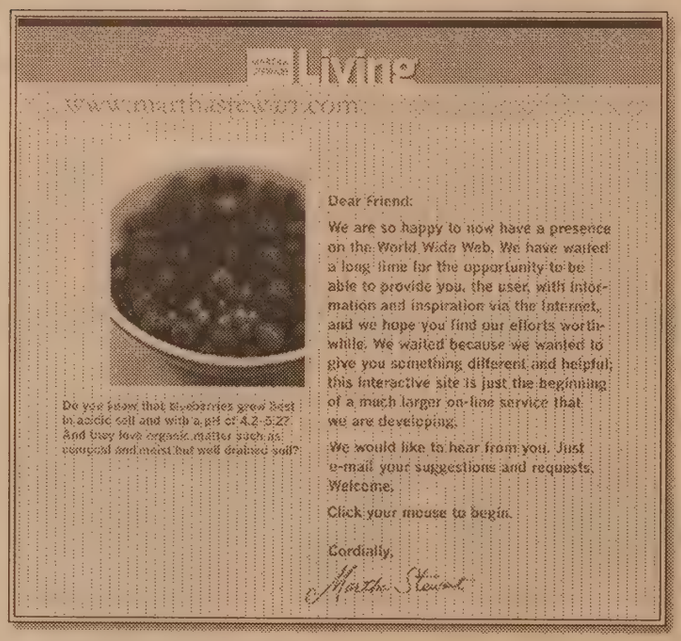
Why drop the knitting for all of this fuss?

The reason is the launch of her brand-name Web site *(http://www.marthastewart.com)* that debuted September 8th. In a powerful integration with other Martha Stewart media, including her new daily-format television show, her Westwood One radio show "askMartha," and her monthly magazine, the Martha Stewart Web site provides a ton of updated information, online resources, and supplements to all of MSL Omnimedia's productions. It's a great glimpse into the future of how other companies will be integrating the Internet with other "broadcast" to market their household-name brands.

I love that word, "brand." Think of a steer. Think of a white hot iron with an MSL logo on it. Sssss. Mooo! This way the ranchers know their stock from the other guy's.

Now, think of large herds of steer—shopping at the mall. Sssss.

We've all been branded. I'm so bad, I can't walk past the Warner Brothers store at the mall without buying some goofy baseball jersey with Bugs Bunny on it. It's safe to say Warner Brothers knows I'm theirs; and have been since I could turn on a television. Like Indy racing cars covered with logos for STP, Marlboro, UMAX, Pennzoil, or A-1 Sauce, our psyches and clothing are literally branded by hundreds of marketers who've made claims. Maybe there's still room on the inside of our sagging biceps for Martha Stewart.



The Martha Stewart Web site provides a ton of updated information, online resources, and supplements to all of MSL Omnimedia's productions. *It's a great glimpse into the way other companies will be integrating the Internet with other "broadcast" to market their household-name brands.*

The Martha Stewart Living Web site, developed in conjunction by MSL Omnimedia and Microsoft, is loaded. There's a TV Program Guide that provides detailed instructions and sources and "field trips" for where to find the right ingredients for the various household projects that appear on the television segments. Plus there are listings of the upcoming two-week schedules so you could even get the ingredients in advance and cook or sew along with the TV presentation. The Program Guide also lets you set up an email message service that will alert you to upcoming topics you specify. You can even download video clips from upcoming shows.

The What's New area keeps you in touch with Martha Stewart Living Omnimedia so you can keep up on new books, themes for upcoming magazines or television shows, or find daily transcripts from the nationally syndicated "askMartha" radio show. Martha-By-Mail lets you browse products previously sold exclusively through the Martha-By-Mail catalog. Plus there's a kitchen full of other "Martha" merchandise available online, from cake decorating kits and pressed-glass cake stands, to seasonal cookie cutters, or wedding organizers, garden gloves, and fern botanical prints. Each has its own photo and description. Just click when you're ready to Mooo.

The "About Martha" section features more than you want to know—about Martha, of course. You can view her up-to-the-minute

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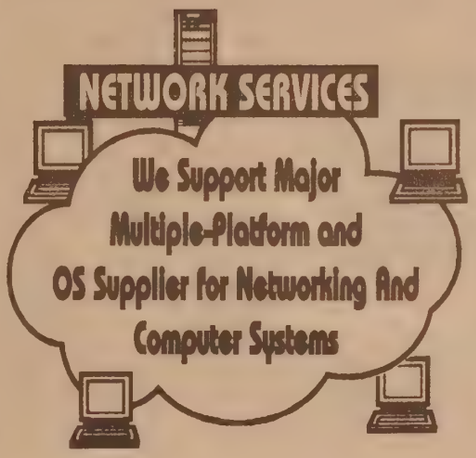

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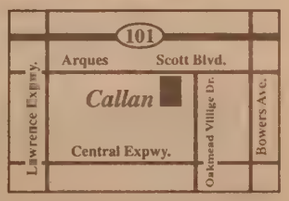
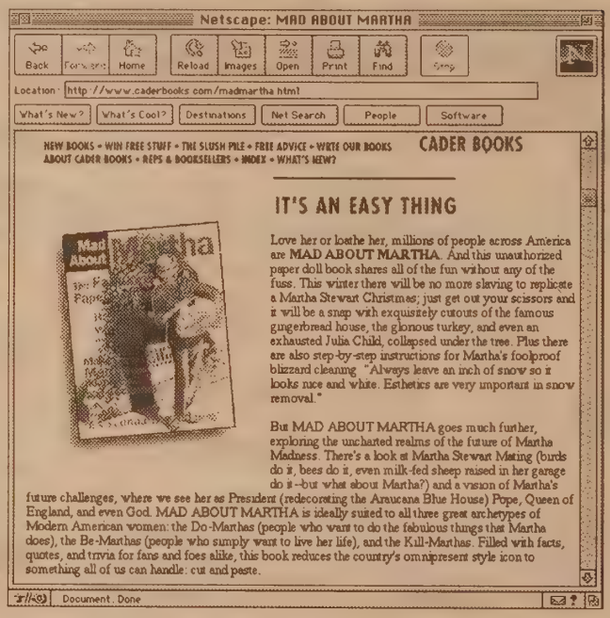


weekly calendar including her public and TV appearances, plus her gentle nagging about seasonal household and garden tasks, like "11:10 pm—harvest summer corn." There'll also be answers to the FAQs about Martha.

The Guest Book area will let you register, choose a screen name and password so you can participate in the Meeting Place forums that include posting questions about gardening, crafts, or sharing household tips and recipes. Registration also lets you enter MSL-branded sweepstakes and receive personalized TV reminders.

Her advertisers have got to love this integration, attention to detail and the rounding-up of the dogies into the stockyard pen. And it appears they do, as charter ranchers to the MSL Web site include a passel of other hot irons ready to rustle like The Gap, Hewlett-Packard, Minute Maid, Westpoint-Stevens Home Fashions, and more.



Another Side

For a much funnier side to *Martha Stewart Living*, check out *http://www.caderbooks.com* .

There you can find and order *Mad About Martha: The Fabulous Paper Doll Book* (1996, Cader Books, NY; ISBN: 0-8362-2432-9 $9.95). It has "parody" on the cover, so it's absolutely unauthorized.

It's a full-color 32-page paperback that includes paper doll cut-outs, so you can have Martha dress up in a variety of styles and poses she'd never have you imagine. There's a Christmas cutout gingerbread house, a Santa Suit for Martha, and a deflated cutout of Julia Child, who now knows not to cross swords with Martha Stewart. There are hilarious dress-down versions of Martha you can try as well, including a '70s leisure suit Martha cutout.

By the way, you'll love the Martha Stewart daily calendar that's included. There are several months of a schedule broken into 5-minute intervals.

Cader Books also publishes other "unauthorized" satirical titles for other important cultural

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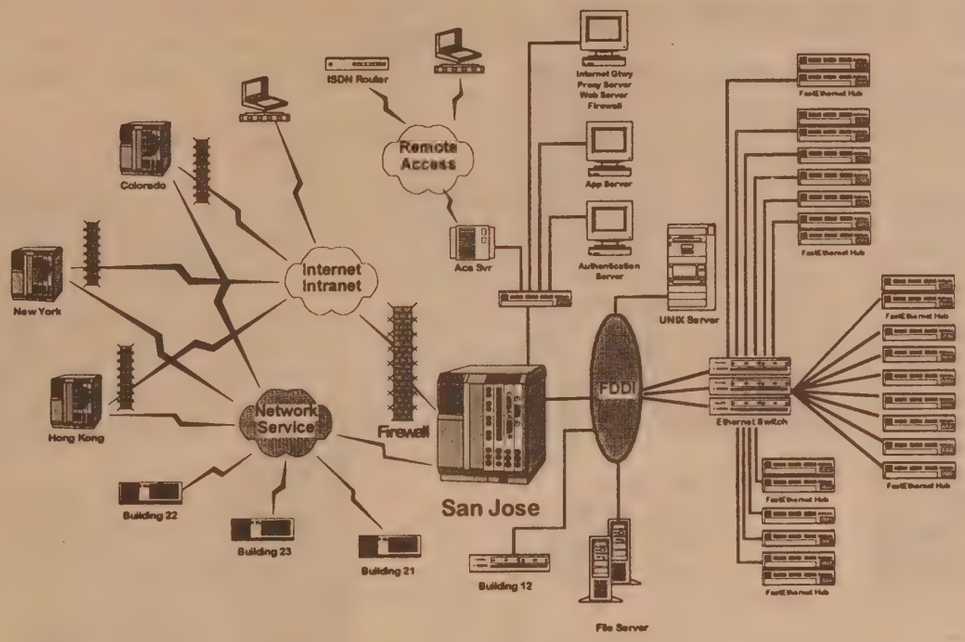

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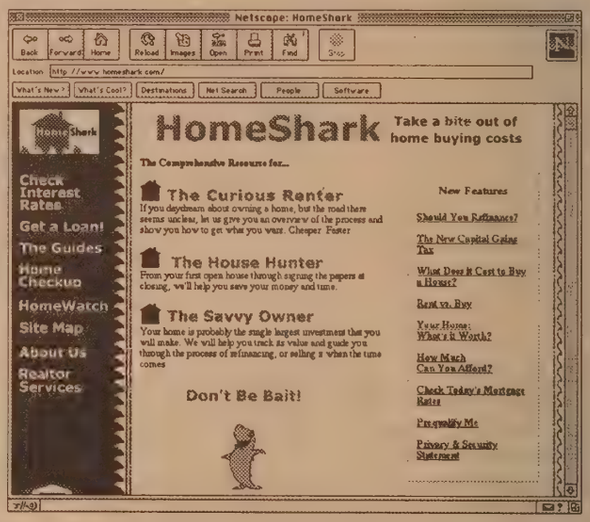
Mortgages Online

Don't be bait when it comes to shopping for a home loan. Check out the HomeShark *(http://www.homeshark.com)* instead. This Web site provides information about, and access to, discounted mortgages, as well as home-buying advice online.



HomeShark compares and offers mortgages from leading national mortgage companies, including Bank of America and Chase Manhattan, to provide competitive rates for those who can qualify. Using secure technology, HomeShark claims it leverages its low costs and Web distribution to save customers between 50% and 70%, or 50 to 100 basis points, in transaction costs over traditional mortgage brokers and providers.

HomeShark bundles together the important tools you need for a supportive online decision-making experience. Once users decide to buy or refinance, HomeShark provides comprehensive online step-by-step assistance for gathering the information and completing a loan application. HomeShark's Internet-based service gives consumers access to professional tools and real-time feedback, plus underwriting analysis on applications for pre-qualification, pre-approval or full application in a matter of minutes, not days or weeks like most analog vendors.

I checked it out and went through the pre-qual worksheet and the results came up quickly. I still can't afford to live in San Francisco. It would have been a simple matter to click yes, and the system would display or send to me a certified prequal letter I could hand to my real estate agent who wanted to make sure I wasn't kicking tires or just wanting to eyeball the stemware in the homes of the rich and famous on a Saturday afternoon.

In addition to loan application help, the HomeShark helps you explore the market with sections on property valuation, comparing quotes, and shopping for rates. If you're renting and looking to buy there is a section for you, too, to help you figure how much you can afford/need to move in. The guides include sections on buying, selling, and refinancing.

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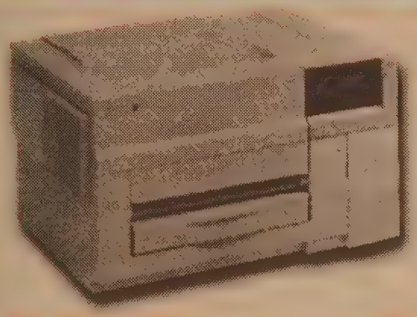

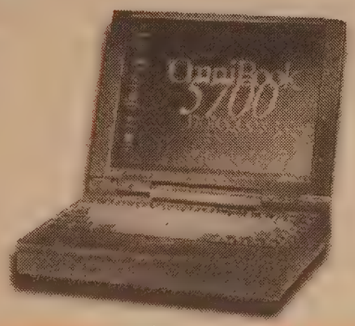

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Harboring some denial concerning the valuation of our home and neighborhood, my wife was incensed. She was sure that our home was nicer than "that piece of trash" down the street, so I was grateful that HomeShark provides a way for one to fiddle with the comps.

It seems you could even check on your neighbor's or brother-in-law's claims about the price they actually paid for some property. Did Uncle Tom really buy at the bottom of the market, or did he get sheared like the rest of us? All you need is an address to check out some property or neighborhood.

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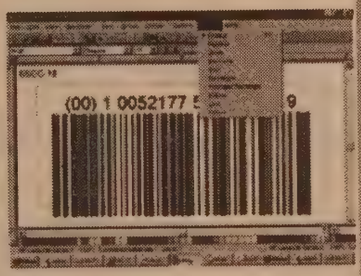

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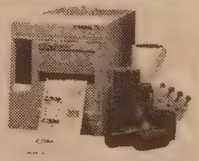

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San Francisco
(X Street: 22nd St.)

•**LAPTOP SUPERSTORE**
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(X Street: Sansome)

•**SOFTWARE CENTER PLUS HARDWARE**
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(X Street: 1st Street)

•**STAR LITE ELECTRONICS**
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San Francisco
(X Street: 31st)

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•**BCSA COMPUTERS**
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(X Street: Gali)

•**DATACOM SYSTEMS**
888 4th St., San Rafael
(X Street: Lootens Place)

•**HIQ SYSTEMS**
850 Sir Francis Drake Blvd.
San Anselmo
(X Street: 4th St.)

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•**BEST INTERNET COMMUNICATIONS**
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(4 blocks east of El Camino)

•**CALIFORNIA REPROGRAPHICS**
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(X Street: St. Francis)

•**CBM COMPUTERS**
117 W. 25th Ave., San Mateo
(X Street: west off El Camino)

•**COMPU 11**
643 El Camino Real, S. San Francisco
(X Street: Ponderosa)

•**CYPRESS COMPUTER**
1035 E. Hillsdale Blvd., Ste. 112
Foster City

•**DISK DRIVE DEPOT**
914 W. El Camino Real
Mountain View
(X Street: Arques)

•**EGGHEAD SOFTWARE**
2499 El Camino Real, San Mateo
(X Street: 25th Ave.)

•**FRIENDLY SOFTWARE STORE**
376 El Camino Real, San Carlos
(X Street: Holly)

•**IBI COMPUTERS**
551 Foster City Blvd., Suite N
Foster City
(X Street: Hillsdale)

•**IQ INFOQUEST**
4500 El Camino Real,
Los Altos
(X Street: San Antonio)

•**LAITRON COMPUTER**
39 El Camino Real, Millbrae
(X Street: Millbrae Ave.)

•**NCA COMPUTER PRODUCTS**
3825 El Camino Real, Palo Alto
(X Street: Curner)

•**NOVA HARDWARE**
1688 Gilberth, Burlingame
(X Street: Malcolm)

•**STARLITE ELECTRONICS**
1161 Chess Dr., Suite D
Foster City
(X Street: Foster City Blvd.)

•**UMIRACLE MICROSYSTEMS**
1501 El Camino Real #E, Belmont
(X Street: Habor)

•**W & K**
132 Hazelwood Dr.
S. San Francisco
(X Street: El Camino Real)

SOUTH BAY—WEST

•**AMERICAN COMPUTER RESEARCH**
1001 S. DeAnza Blvd.
San Jose
(X Street: Bollinger)

•**AROMA COMPUTER**
470 Lakeside Dr., Sunnyvale
(X Street: Oakmead)

•**CENTRAL COMPUTER**
3777 Stevens Creek Blvd.
Santa Clara
(X Street: Saratoga)

•**CUPERTINO COMPUTER**
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Cupertino
(X Street: Bollinger)

•**DISK DRIVE DEPOT**
500 Lawrence Exp., Sunnyvale
(X Street: Arques)

•**HALTED SPECIALTIES**
3500 Ryder St., Santa Clara
(X Street: Central Exp.)

•**HD COMPUTER**
988 Walsh Ave., Santa Clara
(X Street: Lafayette)

•**HIQ COMPUTERS**
740 N. Mary Ave.
Sunnyvale
(X Street: Maude)

•**HKG COMPUTERS**
448 E. El Camino Real
Sunnyvale
(X Street: Fair Oaks)

•**JDR MICRODEVICES**
1238 S. Bascom Ave., San Jose
(X Street: Stokes)

•**KINGSTAR COMPUTERS**
855 Kifer Rd. #B, Sunnyvale
(X Street: Wolfe)

•**LAPTOP SUPERSTORE**
3607 El Camino Real, Santa Clara
(X Street: Lawrence Exp.)

•**MICRO-SONIC COMPUTERS**
3052 Scott Blvd.
Santa Clara
(X Street: Space Park)

•**MICRO-SONIC COMPUTERS**
14530 Camden Ave.
San Jose
(X Street: Leigh)

•**NCA COMPUTER PRODUCTS**
1202 Kifer Rd., Sunnyvale
(X Street: Lawrence Exp.)

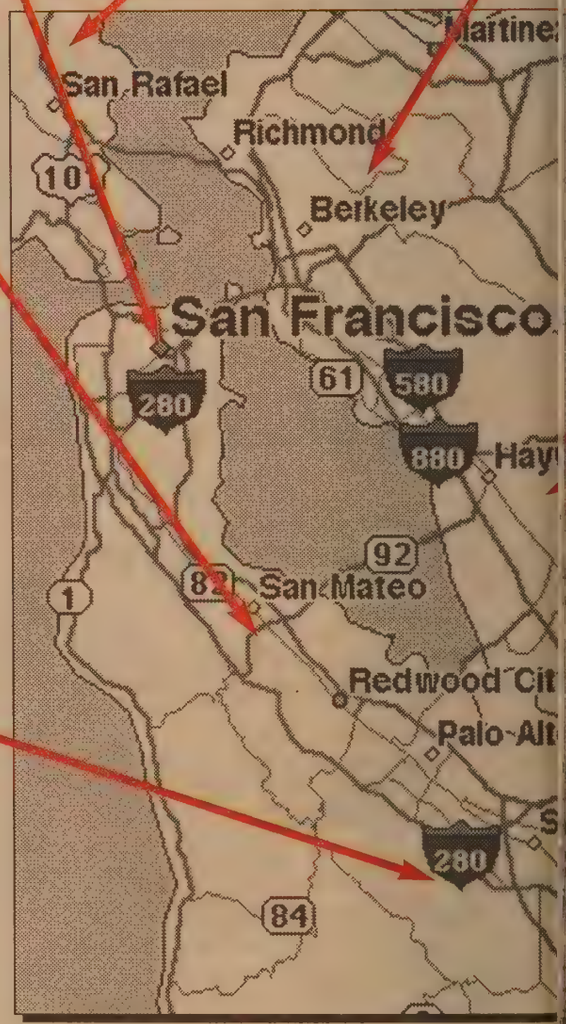
•**RIGHT TEC INC.**
3069 Lawrence Exp., Santa Clara
(X Street: Central Exp.)

•**SYMPHONY COMPUTER**
3460 Edward Ave., Santa Clara
(X Street: Aldo)

•**TRUE COMP AMERICA**
1264 S. Bascom Ave., San Jose
(X Street: Stokes)

•**T-ZONE**
1190 Kern Ave., Sunnyvale
(X Street: Lawrence Exp.)

•**WEIRD STUFF WAREHOUSE**
384 W. Caribbean Dr., Sunnyvale
(X Street: Mathilda Ave.)



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(X Street: Solano)

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(X Street: University)

•MERCURY COMPUTER
1733 Broadway, Oakland
(X Street: 17th)

•NCA COMPUTER PRODUCTS
2480 Shattuck Ave., Berkeley
(X Street: Dwight)

•PC TEN
4237 Piedmont Ave., Oakland
(X Street: Pleasant Valley Way)

•UC COMPUTERS
2569 Telegraph Ave., Berkeley
(X Street: Dwight)

•UMIRACLE
1035 San Pablo Ave., Albany
(X Street: Main)

CONTRA COSTA COUNTY

•AIM COMPUTER
1741 Clayton Rd., Concord
(X Street: Willow Pass)

•CAC
3022 Giant Road, San Pablo
(X Street: Richmond Pkwy.)

•COMPUMART
1320 S. California, Walnut Creek
(next to Strouds)

•EVERGREEN
2700 Rydin #C, Richmond
(X Street: Central Ave.)

•HD COMPUTER
10005 San Pablo Ave.
El Cerrito
(X Street: Fairmount)

•INNOCOM
10585 San Pablo Ave.
El Cerrito (X Street: Moeser)

•LAITRON COMPUTER
508 Contra Costa Blvd.
Pleasant Hill
(X Street: 2nd Ave.)

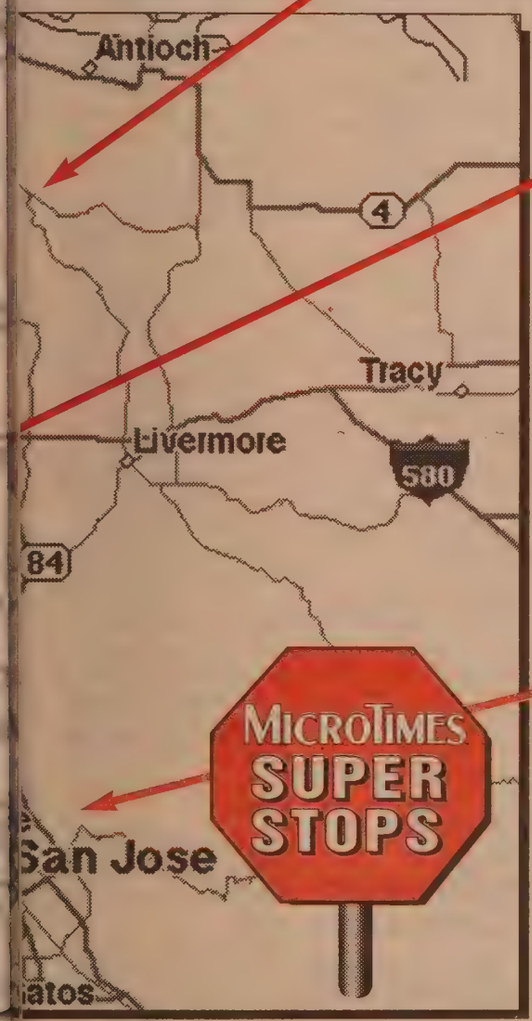
•NORDIC COMPUTERS
2438 San Ramon Valley
San Ramon
(X Street: Crow Canyon)

•NORDIC COMPUTERS
560 Commercial Cir. #A
Concord (X Street: Bates)

•NORDIC COMPUTERS
1987 N. Main St.
Walnut Creek
(X Street:Ygnacio Valley Rd.)

•PARAMOUNT COMPUTER
1630 Contra Costa Blvd. #D
Pleasant Hill
(X Street: Doray)

•PERFECT SOLUTION
10032 San Pablo Ave.
El Cerrito
(X Street: Central Ave.)



ALAMEDA COUNTY–SOUTH

•COMP EXPRESS
38495 Fremont Blvd., Fremont
(X Street: Mowry)

•COMTEK COMPUTERS
6602 Dublin Blvd.,
Dublin
(X Street: Hopyard)

•GOLDEN MICRO
46560 Fremont Blvd., Suite 408
Fremont
(X Street: Warren)

•LAITRON COMPUTER
24901 Santa Clara St., Hayward
(Gateway Shopping Center)

•LAITRON COMPUTER
4847 Hopyard Rd., Pleasanton
(X Street: Stoneridge)

•NCA COMPUTER PRODUCTS
40521 Albra St., Fremont
(X Street: Stevenson)

•PARS INTERNATIONAL
22445 Foothill Blvd., Hayward
(X Street: A Street)

•SOFT SOLUTIONS
6997 Dublin Blvd., Dublin
(X Street: Hopyard)

•UMIRACLE
44063 Fremont Blvd., Fremont
(X Street: AutoMall)

•USM
43104 Christy St., Fremont
(X Street: AutoMall)

•WEIRD STUFF SOFTWARE
46577 Mission Blvd., Fremont
(X Street: Warm Springs)

SOUTH BAY–EAST

•AMERICAN MULTISYSTEMS
1830 Houret Ct., Milpitas
(X Street: Montague Exp.)

•ART MULTIMEDIA SYSTEMS INC.
424 S. Main St., Milpitas
(X Street: Serra)

•BENITEK COMPUTERS
1671B N. Capitol Ave., San Jose
(X Street: Hostetter)

•CHICOTEC
542 W. Trimble Rd.
San Jose
(X Street: Hwy 101)

•COMPUTER LITERACY
2590 N. 1st St., San Jose
(X Street: Trimble)

•HERBS DISCOUNT SOFTWARE
675 E. Brokaw Rd., San Jose
(X Street: Hwy. 880)

•HI-TECH USA
1558 & 1562 Centre Pointe
Milpitas
(X Street: Montague Exp.)

•LAITRON COMPUTER
1550 Montague Exp., San Jose
(X Street: Old Oakland Rd.)

•LAITRON COMPUTER
1080 Blossom Hill Rd. #D, San Jose
(X Street: Almaden Exp.)

•NCA COMPUTER PRODUCTS
962 Blossom Hill Rd.,
San Jose
(Across Oakridge Mall)

•PIXEL USA
1937-B Tully Rd., San Jose
(X Street: Quimby)

•WORLD NET
1503 N. Milpitas Blvd., Milpitas
(X Street: Dixon)

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Web Page Listings

COMPUTER PRODUCTS & SERVICES

Accord Systems *http://www.accordsys.com* Accord Systems distributes Novell Labs, tested and approved Ethernet, ARCNet, Token Ring network products, as well as fine notebook computers. [Exp. #171.]

BBRC, Inc. *http://www.flopelock.com* An inexpensive accessory to protect your computer from children, dust, and viruses. [Exp. #170.]

Chiptech, Inc. *http://www.chiptech1.com* Computers and components. [Exp. #170.]

Destination Data Network, Inc. *http://ddninc.com* Group travel, meeting, planning, and destination management software. [Exp. #171.]

DigiDay ScreenThemes *http://www.visionx.com/st* The ultimate in screen art. [Exp. #170.]

Digital Computer Resale *http://www.digitalresale.com* Buy, sell, trade, lease, repair, and new and used computers and peripherials. [Exp. #170.]

Digital Dragon Demos *http://www.cddesign.com* I Ching software for Win95. [Exp. #171.]

DSL Modems *http://www.aspeninet.com* Megabits speed for Internet access or between buildings. Less than $900 per circuit. ISP specials. [Exp. #172.]

Emotional Panacea *http://website-1.com* Free information about amazing software that permanently eradicates unwanted human emotions —in private! [Exp. #170.]

Epsilon, The Power Professionals *http://www.ups.sydney.net* Uninterruptible Power Supply manufacturer in Sydney. [Exp. #170.]

Extensis Corp. *http://www.extensis.com* Extensis provides software enhancement plug-ins for Photoshop, QuarkXPress, Illustrator, Freehand, and PageMaker. [Exp. #172.]

Family Tree Maker Web Site *http://www.familytreemaker.com* Web site for information about Family Tree Maker, plus articles on creating your own family books, and more. [Exp. #172.]

Kemosabe's Font Archive *http://magnagraphics.com/fonts* See Kemosabe's Font of the Week, new fonts and dingbats every week! Check it out! [Exp. #171.]

Mac95 *http://mac95.home.ml.org* Make Windoze95 look like MacOS! Much more than just a theme. [Exp. #171.]

Match Fonts Mac & Windows *http://www.matchfonts.com* Great original fonts types for DTP, WP artwork, education, plus foreign language fonts and tools. Buy online, download free samples. [Exp. #170.]

MegaSource's PC Digital Camera *http://www.megasrc.com* MegaSource introduces a low-price and user-friendly PC camera with commercial versions of software. [Exp. #170.]

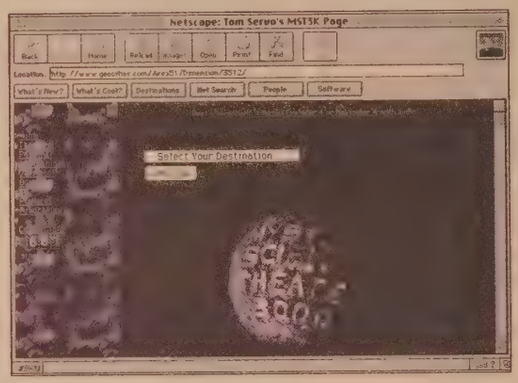
Mushkin Memory Storefront *http://www.mushkin ink.com/cgi-bin/intershop.torefront* Mushkin's secure online memory and computer parts store. [Exp. #171.]

Nepture Animation Co. *http://members.aol.com/mymovie* Small animation company specializing in computer and clay animation. [Exp. #170.]

NTWare *http://www.ntware.com* Site of high-quality Windows NT native programs specially selected for the NT professional. [Exp. #170.]

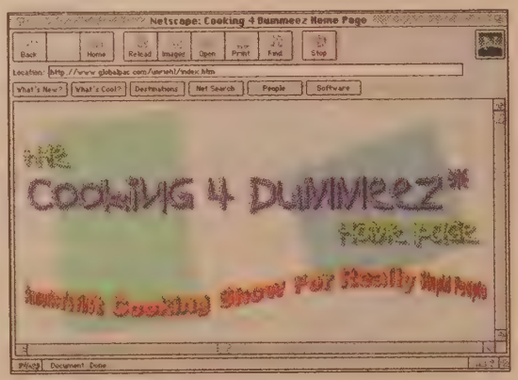
Omicron Consulting *http://www.omicron.com* A strategic IT Consulting Firm that leads our clients through the transition to Internet and Client/Server technologies. [Exp. #171.]

OS2Ware *http://www.os2ware.com* Site of high-quality IBM OS/2 native programs specially selected for the OS/2 professional. [Exp. #170.]



http://www.geocities.com/Area51/Dimension/3512

http://www.seriousgamers.com/



http://www.globalpac.com/unriehl

OzZ Computer Mfg. *http://www.osz.com* The latest system configurations and pricing. Job listings and technical pages. Company history and mission statement. [Exp. #170.]

Pionex Elite *http://www.pionexelite.com* Complete standard and custom-built systems ranging from multimedia PCs to mid-range servers and network solutions. [Exp. #170.]

Price Watch *http://www.pricewatch.com* A search engine covering nationwide street prices on computer components. [Exp. #170.]

ProActive *http://www.hrdsystems.com* Human Resources Development software. [Exp. #170.]

ProgramasNet.com *http://www.programasnet.com* The best freeware-shareware site for Windows and Macs in Spanish. Daily updates. [Exp. #171.]

Sanyo-Verbatim CD Co. *http://www.sanyo-verbatim.com* Compact disc, CD-ROM, and DVD manufacturing, distribution, and warehousing. [Exp. #172.]

Softwareworld Online Software Super Store *http://www.softwareworld.com* Your one source for the most popular software, hardware, and peripherals. [Exp. #171.]

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WordPerfect Headquarters *http://www.wp.com/MacroExpert* WordPerfect tips, articles library. Law office support: training, productivity planning, and more. [Exp. #172.]

Xiox *http://www.xiox.com* A leading provider of telecommunications solutions. [Exp. #172.]

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Apple Pi Web Designs *http://mpb.com/saleswom/* The Internet is not a 4-letter word. [Exp. #172.]

BinaNet Web Page Design And Presence *http://elbin.com/BinaNet/* Offers Web site design, development, presence, and hosting. [Exp. #172.]

BotSpot *http://www.botspot.com* The spot for all bots and agents on the Net, including fourteen searchable bot classification databases, FAQs, libraries, articles, newsletters, e-journals, and more. [Exp. #172.]

Creative Computer Solutions *http://www.hooked.net/~davemark/mactech.html* Web design for small businesses, schools, and individuals. Macintosh tech support and training also available. [Exp. #171.]

Cuenet Interactive Internet *http://www.cuenet.com* Listservs, email, WWW, domain hosting, site development, and complete outsourcing. [Exp. #172.]

DesktopWEB Crawler *http://www.desktopweb.co.at/search/* German language Web crawler and email service. [Exp. #172.]

Direct E-Mail List Source *http://www.copywriter.com/lists/* The directory provides access to thousands of email lists and media where businesses can advertise without resorting to bulk email spam, or unsolicited commercial email (UCE). [Exp. #170.]

Dolphin Design Web Publishing *http://www.ddesign.ch* Web designing. [Exp. #172.]

domaiNation *http://www.domaination.com* Big domains, little prices. [Exp. #171.]

Facilitate.com *http://www.facilitate.com* Collaborative groupware applications that provide an electronic conference center where multiple meetings and discussions can be conducted. [Exp. #171.]

Fast Duck Productions *http://home.earthlink.net/~fastduck/index.html* Web services, amateur video production, 3-D, VRML, and a lot more. [Exp. #171.]

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Email: benitek@AOL.COM
http://member.aol.com/benitek/benitek.html

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- ATX Medium Tower
- KeytronicWin95 keyboard
- Microsoft PS2 Mouse w/Pad
- 24x Toshiba CD-ROM
- SoundBlaster AWE64
- Yamaha M7 speakers
- *US Robotics 56K faxmodem
- Free Power Surge &CPU fan
- Windows 95B CD&Manual (Monitor not included)

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300MHz MMX	$2195
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233MHz MMX	1799
Asus P2L97-440LX add	$30
Intel Atlanta AL440LX add	$80

VENUS SYSTEMS

- Intel Venus PCI MBoard
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- 2.60 GB IDE HDrive
- EIDE built-in I/O 16550
- Diamond 3D 3000 PCI w/ 4MB VRAM
- ATX Medium Tower
- KeytronicWin95 keyboard
- Logitech PS2 Mouse w/ Pad
- Panasonic 24X IDE CD-ROM
- Creative Labs SB16
- 180 Watt Speakers
- US Robotics 56K faxmodem
- Free Power Surge & CPU fan
- Windows 95B CD&Manual (Monitor not inclued)

Pentium®Pro Processor

200MHz	$ 1499
180MHz	$ 1229

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- Logitech PS2 Mouse w/Pad
- Creative Labs 24x CD-ROM
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- Windows 95B CD&Manual
- Impression 17 plus 17" monitor

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200 MHz MMX	1770
200 MHz	1730
166 MHz MMX	1670
150 MHz	1620
133 MHz	1627
100 MHz	1606
90 MHz	1580

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- Asus Triton TX PCI MBoard
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- TEAC 1.44 Floppy Drive
- *QuanTum3.20GB UltraDMA
- EIDE PCI built-in I/O 16550
- *Diamond 3D 3000 PCI w/ 4MB VRAM
- Medium Tower 230W
- Mitsumi Win95 keyboard
- Logitech Mouse w/ Pad
- Toshiba 24x IDE CDROM
- Creative Labs AWE 64
- 180 WATT Speakers
- US Robotics 33.6
- Free Power Surge & CPU fan
- Windows 95B CD&Manual
- Impression 15" .28 Monitor

K6 AMD Processor

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200 MHz MMX	$1506
166 MHz MMX	$1446

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233 MHz MMX	$1671
200 MHx MMX	$1555
166 MHz MMX	$1455

(Asus TX97 XE ATX add $65)

Best Buy Systems

- Asus Triton VX97 PCI MB
- 512K Pipelined Burst Cache
- 32 MB EDO 60ns RAM
- TEAC 1.44 Floppy Drive
- 1.2 GB IDE Hard Drive
- EIDE PCI built-in I/O 16550
- Diamond St 64 w/ 2mb
- Mini Tower w/LED 230W
- 104 Win95 keyboard
- Logitech Mouse w/Pad
- *Mitsumi 8x IDE CDROM
- ESS 1688 Stereo PnP16
- Phoebe 33.6 fax modem
- 80 watt Stereo speakers
- CPU Cooling Fan
- Free Power Surge
- Windows 95B CD&Manual
- 14" .28 Non-in Monitor

Pentium® Processor

233 MHz MMX	1220
200 MHz MMX	1104
200 MHz	1064
166 MHz MMX	1004
150 MHz	954
133 MHz	960
100 MHz	940
90 MHz	915

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Asus P2L97 -440 LX Pen II 233	741
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Intel Portland Pen II 266 MHz	840
Intel Portland Pen II 233 MHz	726
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Intel Venus Pen Pro 180/256K	326
Intel AN430TX P-233 MMX /512K	566
Intel AN430TX P-200 MMX /512K	432
Intel AN430TX P-166 MMX /512K	332
Intel AN430TX P-150 /512K	282
Intel AN430TX P-133 /512K	289
Intel AN430TX P-100 /512K	269
Intel AN430TX P-90 /512K	244
Intel Tucson P-233 MMX /512K	544
Intel Tucson P-200 MMX /512K	425
Intel Tucson P-200/512K USB	381
Intel Tucson P-166 MMX /512K	325
Intel Tucson P-150/512K	265
Intel Tucson P-133/512K	272
Intel Tucson P-100/512K	252
Intel Tucson P-90/512K	227
Asus TX97E+ P233MMX/512K	496
Asus TX97E+ P200MMX/512K	377
Asus TX97E + P200/512K	333
Asus TX97E + P166MMX /512K	277
AMD K6 233+Asus TX97E 512K	474
AMD K6 200+Asus TX97E 512K	340
AMD K6 166+Asus TX97E 512K	279
Asus VX97 + P-233 MMX/512K	478
Asus VX97+ P-200 MMX/512K	351
Asus VX97+ P-200/512K	312
Asus VX97+ P-166 MMX /512K	251
Asus VX97+ P-150/512K	192
Asus VX97+ P-133/5126K	199
Asus VX97+ P-100/512K	179
Asus VX97+ P-90/512K	154
AMD K6-233 +Asus VX97 512K	449
AMD K6-200 +Asus VX97 512K	313
AMD K6-166 +Asus VX97 512K	243

Asus TX97 XE (ATX) add $40

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30 PINS MEMORY

1 MB 60/70/80ns 30 PIN (1x3) Good	5
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SDRAM LONG DIMM

16 MB SDRAM 10ns (2x64)	65
32 MB SDRAM 10ns (4x64)	115
64 MB SDRAM 10ns (8x64)	245

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MGC 14"/15"/17"	160/225/440
Impression 3 plus/ 4VX 14" .28	160/165
Impression 5 plus/ 5VX 15" .28 flat	235/245
Impression 7 plus 17" .27	430
Sony 100SX /100SF 15" .25	329/355
Sony 200SX/200SF 17" .25	599/659
Mag1595	270
ViewSonic 17GA/G771 .27	590/540
ViewSonic 17PS	650
Hitachi 630 17" .22	645

MISCELLANEOUS

Zip 100MB IDE internal w/disk	115
Zip disk 100 MB	15
NetMouse serial/PS2	1
Logitech Mouse 2 buttons	12
Logitech Mouse 3 buttons	15
Logitech MouseMan serial/PS2-3but	25
1 44 Teac Floppy Drive	25
CPU Cooling Fan 486/P5 75-233	5
CPU Cooling Fan for Pentium II	20
80 Watt/180 watt Speakers	15/35
240 w/ Subwoofer	70
YAMAHA M7/M15 speakers	45/75
YAMAHA Subwoofer M7/M15	150/175

MULTIMEDIA

ESS 1688 stereo sound 16 PNP	17
Creative Labs SoundBlaster 16	39
Creative Labs SoundBlaster AWE64 Good	79
Creative Labs SoundBlaster AWE64 Gold	185
MITSUMI 4x/8x EIDE CD-ROM Good	45/60
MITSUMI 12x/16x/24x EIDE CD-ROM	65/75/90
TOSHIBA 24x EIDE CD-ROM	90
PANASONIC 24x EIDE CD-ROM	90
Creative Labs 24x EIDE CD-ROM	90
TOSHIBA 12x/15x SCSI CD-ROM	125/145
PANASONIC 8X SCSI	90
YAMAHA CD WRITER 4x6 internal SCSI	570
MITSUMI CD WRITER 2x6 internal EIDE	355

CASES

Mini Tower Case w/LED 230 Watt P.S Good	25
Super Mini Tower Case w/LED 230 Watt P.S	35
Desktop AT case w/LED 230 Watt P.S	40
Medium Tower Case w/ LED 230 Watt P.S	45
Full Tower Case w/LED 250 Watt P.S	65
ATX Mid Tower w/ 235 Watt (2 Sides open)	65/80
ATX Medium Tower case w/ 250 Watt P.S.	75/85
ATX Full Tower 250 watt / 300 watt P.S	95/125

HARD DRIVERS

Fujitsu 1.20 / 2.60 /3.50 EIDE	130/170/190
Quantum 2.10/3.20 EIDE FB-ST ULT 33mb/s	180/230
Quantum 4.30/ 6.40 EIDE FB-ST ULT 33mb/s	265/319
Western Digital 2.10 / 2.50 GB EIDE	185/205
Western Digital 3.10 / 4.00 GB EIDE	225/270
Quantum 2 10/3.20 GB FB-ST SCSI	235/305
Quantum 2.20 / 4.50GB SCSI ULT-W SCSI	352/709

TERMS AND CONDITIONS
1- One year parts & labor warranty
2- Not responsible for typos
3- Price and availability subject to change w/o notice
4- 15% Restocking fee on returns No refunds after 7 days
5- Prices based on cash or checks only

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VGA

TV+VGA Trident w/ 2mb w/remote	135
S3 Virge 3D 64 PCI 4MB Good	49
S3 PCI video 1mb/2mb	25/35
Cirrus Logic 5446 PCI 2mb	35
Matrox Millennium PCI 2mb	115
Memory Upgrade For Millennium 4mb	140
Matrox Millennium II PCI 4mb/8mb	170/230
Matrox Mystique PCI 2mb/4mb	80/115

DIAMOND

Stealth 64 2001 2mb DRAM	40
Stealth 64 3D EDGE Multimedia PCI 2mb	75
Stealth 64 3D 2000 PCI 2mb/4mb EDO	49/80
Stealth 64 3D 3000 PCI 4mb VRAM	125
MPEG Card upgrade (M1100)	70
Diamond 3D Monster 4 MB DRAM Good	129
Diamond Fire GL 1000 8 MB	180

CONTROLLERS

IDE ISA + I/O /w/ high speed 16550	10/15
EIDE VLB w/ I/O high speed 16550	20
Adaptec SCSI 2940 PCI	139
Adaptec SCSI 2940U PCI	175
Adaptec SCSI 2940UW PCI Good	185
Adaptec SCSI 3940/3940U PCI	190/255

NETWORK CARD

3com 3C900 PCI TPO / combo	80/95
3com 3C905 TX PCI/100BaseTX	80
SMC8416 BT/9332BDT	85/125
NE2000 combo PNP-ISA/PCI	20/25

FAX-MODEM

PHOEBE 33 6 Fax-Modem/Voice	49/49
PHOEBE 56K Fax-Modem/Voice	95/100
US ROBOTICS 33.6 (internal)	80
US ROBOTICS 33.6 w/voice	95
US ROBOTICS 56 K /Voice	135/145
US ROBOTICS 56 K /Voice (Ex)	199/215

Web Page Listings *continued...*

First Internet Alliance—San Jose *http://www.fia.net/sjs* Internet Service Provider; total turnkey Internet solution. [Exp. #170.]

Global Entrepreneurs Network *http://www.gen.com/mp/512728* Web page hosting from $49/year. International business opportunity as a certified Internet marketing consultant. [Exp. #171.]

Gowan.net *http://www.gowan.net/* A comprehensive Web site dedicated to a Web consulting service. [Exp. #170.]

HomePage Designers *http://www.1stnetusa.com/~alex _d/hpdesigners.htm* Professional-looking home pages, for an unprofessional price. [Exp. #171.]

i-Escrow, Inc. *http://www.iescrow.com* Ensures that buyers and sellers of goods over the Internet don't get ripped off. [Exp. #172.]

Media In Motion *http://www.mediainmotion.com* Intelligent, robust, and affordable electronic commerce site creation. [Exp. #170.]

The Net Site *http://www.the-netsite.com* Web hosting shopping mall. [Exp. #172.]

Online Payments Methods *http://www.transaction.net/payment* Reviews and descriptions of the latest payment methods for use on the Internet. [Exp. #171.]

Plugnet—Page d'accueil *http://www.plugnet.com* Bienvenue sur le site de l'atelier de conception Internet Plug@Net. [Exp. #170.]

Power Of 2 Web Site *http://idt.net/~powerof2/index.htm* Consulting services and related directories. [Exp. #170.]

Recording Studio Menu *http://www.recordingstudiomenu.com* An innovative Web site service and directory for recording studios, rental companies, producers, engineers, etc. [Exp. #171.]

Redirection Service *http://come.to* We redirect your hard-to-remember address and give you an easy-to-remember URL. [Exp. #170.]

The Search Page *http://www.accesscom.com/~ziegler/search.html* A great starting place for people to search the Internet/WWW, organized into twenty-three categories. [Exp. #172.]

Shea Co. Internet Marketing *http://www.sheaco.com* A full-service online marketing company. [Exp. #171.]

Skyline Productions *http://www.theskyline.com* Creative and professional Web design, hosting, marketing, and maintenance. Make your Web presence known. [Exp. #172.]

Sosnoski Software Development *http://www.sosnoski.com* Internet and Web development services including Java and JavaScript, client-side programming, ASP, ActiveX, and LiveWire server-side programming. [Exp. #172.]

Stewart WebTV Sales & Internet Consulting Business Opportunities *http://www.stewartpiper.com* Sales of Philips Magnavox WebTV Internet terminals and future Internet consulting business oppportunities. [Exp. #172.]

Studio Gallo *http://www.studiogallo.com* Web site design. [Exp. #171.]

Techlinknet *http://www.techlinknet.com/* Techlinknet Web Developer is an online Web page creator that anybody with Internet access can easily use. [Exp. #172.]

Virtual Web Servers *http://www.virtualisys.com/vr/jwilcox* Need Web space for your corporate presence? Looking for a place to make your home on the Web? You've found it. [Exp. #172.]

Web Craft Designs *http://www.webcraftdesigns.com* Quality Web page design for small businesses. We do custom graphics, consultation, page design, etc. [Exp. #171.]

Web Site Manager *http://www.adgrafix.com/info/aprice* Easily create, update, and manage your Web site. Online demo. [Exp. #171.]

WebControl—Internet Service Provider *http://www.webcontrol.de* Ihr Partner rund um das Internet. [Exp. #170.]

Webfix *http://members.tripod.com/~lvazquez/webfix* Quick, cheap, and easy Web design and maintenance. Internet consultation. [Exp. #172.]

Webgineers *http://home1.gte.net/webgneer/* Professional Web site design and development for your personal or business needs at affordable prices. [Exp. #170.]

Zimway Consulting Group *http://www.zimway.com* Web hosting with domain name, high traffic capability, monthly statistics autogenerated, reasonable prices. [Exp. #171.]

SERVICES & PRODUCTS FOR SALE

Americlean, Inc. *http://www.americlean-inc.com* Custom high-pressure cleaning equipment. [Exp. #170.]

Baskets By Dorthy *http://basketcraze.com* Bay Area company specializing in custom-designed gift baskets for personal or corporate needs. [Exp. #171.]

Best Incense *http://www.bestincense.com* We sell the best incense: $1 per pack of 20 sticks. Five-pack minimum order. [Exp. #170.]

The Booksmith *http://www.booksmith.com* Online bookstore: searchable inventory, events calendar, reviews, features, and more. [Exp. #171.]

Bose Music Systems *http://www.bose.com* Bose Corp., the world's leading innovator in sound reproduction technology, has announced its long-awaited presence on the World Wide Web. [Exp. #170.]

BPW Limited Photographic *http://www.bpwltd.com* Dealer in collectable and usable cameras, lenses and accessories. We buy, sell, trade and repair worldwide. [Exp. #171.]

Business at Home *http://www.mub.com* Home-based business. [Exp. #171.]

Centerclair Nursing Home *http://www.centerclair.com* A nursing facility with skilled nursing accommodations. [Exp. #171.]

Cool Shopping Sites *http://www.coolshopping.com* Showcases over 250 of the most innovative, unique, and top-quality shopping sites on the Web. [Exp. #171.]

Custom Truck Products *http://www.customtruckproducts.com* Distributors of quality light truck, van, and SUV accessories. [Exp. #171.]

CyberNiche Home Business Opportunity *http://www.totalmarketing.com/cyberniche* 8,000 educational and how-to videos and CD-ROMs. Learn new skills, educate children, and improve quality of lives. [Exp. #172.]

Diamond International Consolidators Ltd. *http://www.diamond-international.com* [Exp. #171.]

Dober Collection Limited *http://freespace.virgin.net/dorber.co.uk/* Greeting card publisher. [Exp. #170.]

Earth Smart Laundry CD *http://www.sirodinc.com/laundrycd1.html* Earth Smart Laundry CD replaces detergent and fabric softener. [Exp. #171.]

Elliott Aviation, Inc. Home Page *http://www.elliottaviation.com* Full Service FBO for General Aviation Aircraft located in the MidWest (IL, IA, MN, NE). [Exp. #171.]

Fiber Of The Future *http://www.tencel.com* The first new fiber in thirty years, blending all of the best elements of current man-made and natural fibers. [Exp. #170.]

Global Connections New Zealand! *http://www.globalconnections.co.nz* Promotion of environment-friendly gifts and products from developing countries and renewable resources. [Exp. #171.]

Global Discount Virtual Mall *http://www.wimall.com/net value* Ever-expanding range of quality discount products. Online discount shopping mall. [Exp. #171.]

Global Environmental Services, Inc. *http://www.ges-inc.com* Water/wastewater treatment plant sales, maintenance, and operation. [Exp. #170.]

Global Lifestyle *http://www.ram.net.au/ul/global/* Multilevel marketing business opportunity site. [Exp. #170.]

Home Movie Transfer *http://www.oztech.com/movietime* Home movies, photos, slides copied to video tape. Photos from video tape. [Exp. #171.]

Horticultural Home Page *http://home.earthlink.net/~raretrees* This (commercial) site contains horticultural, landscape, and rare, exotic plant info in great abundance. [Exp. #171.]

Hyundai Automotive Australia *http://www.hyundai-automotive.com.au/* Distributors of Hyundai Automotive in Australia. [Exp. #170.]

Il Mercato Delle Squisitezze *http://www.minoli.it* The best italian salami, cheese, and cakes. [Exp. #170.]

InMart *http://www.inmart.com/inmart/* Internet grocery shopping in San Francisco—superior quality, competitive prices, and free home or office delivery anywhere in San Francisco. [Exp. #171.]

International Warehouse Logistics Association *http://www.iwla.com* One-stop shop for everything you need to get your product to market. [Exp. #170.]

Jim's Flowers *http://www.jimsflowers.com* Providing complete floral services. Same day delivery guarantee. Monthly contests for free roses. [Exp. #172.]

Joshua Chang's Free Online Term Papers *http://members.tripod.com/~joshchang* Do you want quality free term papers? [Exp. #170.]

Logo Watches *http://www.adwatch.com.mx* Customized logo watches. [Exp. #172.]

Madison Cycles Home Page *http://ourworld.compuserve.com/homepages/madisoncycles* The #1 distributor of cycling products in the United Kingdom. [Exp. #171.]

Marcus J. Leathers *http://www.jps.net/maj* Selling leather garments, boots, and accessories at low prices. [Exp. #171.]

Mercedes-Benz North America *http://www.mbusa.com* Mercedes-Benz official US Web site. [Exp. #171.]

Metalworking Lubricants Co. *http://www.metalworkinglubricants.com* Metalworking Lubricants Co. manufactures and markets hundreds of products. [Exp. #170.]

MooreStuff Store *http://www.wimall.com/moorestuff/* Online shopping experience offering everything for sale! [Exp. #170.]

Oceatac-Underwater And Offshore Construction Experts *http://www.interem.net.mx/oceatec* Oceatec has 10 years of experience performing underwater and surface inspections, construction and maintenance. [Exp. #171.]

Pandora & Pendragon Body Adornments *http://panpen.com* Custom jewelry in sterling and gold with precious stones and gems for fetish, gothic, fantasy, piercing including slave collars, cuffs, chains, and pendants of every sort. [Exp. #171.]

Personal And Executive Coaching *http://www.paxconsulting.com/coach.html* Coach Peter Fahrenkamp has coached people successfully since 1992 in the US and Europe. [Exp. #170.]

Personalized Coffee Mugs *http://www.mugmerchant.com* Name plus up to three lines of type from $5.95 plus shipping and handling. A wonderful gift. [Exp. #170.]

Planet Health: The Best Of Health *http://www.planet-health.com* Planet Health is a powerful health information and decision-making system. [Exp. #171.]

Posie Peddler Florist *http://posiepeddler.com* Specialty roses, fruit and gourmet baskets, balloons, tropicals, exotics, worldwide delivery. Charge by phone. [Exp. #170.]

Preferred Customer Plan *http://asktom-naturally.com/homebiz/bgmproducts.html* Affordable nutrition suppliments. [Exp. #171.]

Print-Tech Printing Services *http://www.print-tech.net* Fantastic deals in printing and promotional products! [Exp. #170.]

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AMD SYSTEMS

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- 1.6GB Hard Drive
- 1.44MB Floppy Drive
- 8X CD-ROM Drive
- Sound Blaster 16 Compatible Card
- Amplified Speakers
- Impression 3+ Monitor .28dp
- SVGA w/1MB Card
- 2S, 1P, 1G Ports
- Built-in IDE, I/O Controller
- Mini Tower Case w/PS
- 104-Key Keyboard
- MS Compatible Mouse
- Windows 95

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K6-200 .....$1039
K6-233 .....$1149

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- P-5 Motherboard, Triton Chipset
- 512K Pipeline Burst Cache
- 32MB SD RAM
- 1.6GB Hard Drive
- 24X CD-ROM Drive
- 1.44MB Floppy Drive
- ADI 4P Monitor
- Diamond Stealth 3D w/4MB EDO
- Sound Blaster 16 Compatible
- Joystick
- Multimedia Microphone
- Amplified Speakers
- Mini Tower Case w/PS
- Cirque Keyboard w/Built-in Touchpad
- Windows 95

P-150 .....$1229
P-200 .....$1349
P-166MMX $1289
P-200MMX $1399
P-233MMX $1529

PENTIUM® PRO/ PENTIUM® II SYSTEMS

- Intel Motherboard
- 32MB EDO RAM
- Western Digital 4GB Hard Drive
- Matrox Millennium II 4MB WRAM
- Teac 1.44 Floppy Drive
- Toshiba 24X CD-ROM Drive
- Sound Blaster 16 Compatible
- ADI 5P 17" Monitor
- Cirque Keyboard w/Touchpad
- ATX Medium Tower Case
- Altec Lansing Speakers w/subwoofer
- Window 95 w/Plus Pack
- Multimedia Microphone

Pentium® Pro-200MHz.$2199
Pentium® II-233MHz....$2409
Pentium® II-266MHz....$2489

MULTIMEDIA

Toshiba 15X SCSI CD-ROM Drive $159
Toshiba 12X SCSI CD-ROM Drive 129
Mitsumi 8X CD-ROM Drive 79
Sound Blaster 16 59
Sound Blaster 64 99
Stereo Speakers .....from 10

TV - VIDEO CAPTURE

Micro Video Capture $279
Connectix Quickcam Color 239

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Toshiba .....CALL
AST .....CALL

CASES

Mini Tower Case w/PS $55
Baby AT Case w/PS 65
Mid-Tower w/PS 65
Full-Tower w/PS 85
ATX Mid-Tower Case 90
ATX Full-Tower 119
Server Tower w/Dual Fan & 250W PS ..109

VIDEO CARDS

MGP Card $15
Stealth 64, 3D EDO 2MB/4MB 65/79
Stealth 2/4MB VRAM 3D 149/169
Matrox Mystique 2MB SG RAM 105
Matrox Millennium I 2/4MB 159/199

KEYBOARDS

Maxi Nova $25
Keytronic 30
Focus 2001 35
MS Natural Keyboard 75
Cirque Glidepoint Keyboard 99
Keytronic Wireless Keyboard 89

HARD DRIVES

1.6GB IDE $169
2GB IDE 195
2.5GB IDE 215
3GB IDE 235
4GB IDE 299
6GB IDE 389
2GB SCSI 249
4GB SCSI 779

CALL FOR OTHER HARD DRIVES

MONITORS

Amber 14" $95
VGA Mono 99
SVGA NI 1024x768 .28dp 14" 195
ADI 4P 1280x1024 .28dp 15" 319
ADI 5P 17" 529
Sony 100SX 15" 379
Sony 200SX 17" 719

MICE

3-Button Mouse $10
Logitech 2-Button 22
MS Mouse/Bus 49/79
Logitech Mouseman/Bus 39/69
Logitech Marble Trackman 85
Kensington Expert Mouse 99
Alps GlidePoint Mouse 69

CONTROLLERS

IDE Controller 2FD/2HD $15
IDE I/O Controller 18
Promise 2300 Plus 59
Adaptec 2842VL SCSI 239
Adaptec 2940 PCI SCSI 199
Adaptec 2940U Wide SCSI 259

MOTHERBOARDS

Pentium®-150 PCI w/CPU $215
Pentium®-166MMX w/CPU 269
Pentium®-200MMX w/CPU 379
Pentium® Pro 200 PCI w/CPU 649
Pentium® II-233MHz w/CPU 809
Pentium® II-266MHz w/CPU 939

PRINTERS

Hewlett Packard
Deskjet C870Xi $399
LaserJet 6LXi 399
LaserJet 6PXi 799
ScanJet 5P 299
LaserJet 5 1059

MODEMS

US Robotics 33.6 Int./Ext. $99/169
US Robotics 56.6 Int./Ext. 179/209
US Robotics 33.6 PCMCIA 249
Zoltix 33.6 Int Fax Modem 70

TAPE BACKUPS

Colorado 4000S Int $399
Colorado 3.2GB Int 179
Iomega Zip Drive IDE Int. 125
Iomega 1GB Jaz Drive Ext 399

NETWORKING

8-Port Hub $79
16-Port Hub 199
3COM 8-Port Hub 139
3COM 3C509 T/P/Combo 59/89
3COM 3C509 PCMCIA 10BT/Combo. 165/215
3COM 3C900TP/3C900C. 69/89
3COM 3C905. 79
SMC Elite Combo 95

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Heat Sink w/Fan $9
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Joystick .....from 15

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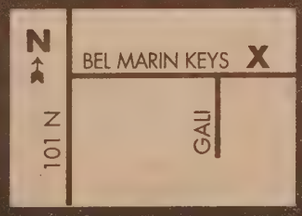

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Web Page Listings *continued..*

Rent-An-Inventor *http://www.rent-an-inventor.com* Helping companies create products from concept to completion. [Exp. #170.]

Roland, Inc. *http://ourworld.compuserve.com/home pages/wroland* Quality CNC screw machine products. [Exp. #170.]

Royal Citrus Co. *http://home.earthlink.net/~dbailey7/oranges.html* Growers, packers and shippers of Sunkist citrus worldwide. Riverside, CA, open to public. [Exp. #171.]

Thomas Regional On The Internet *http://www.thomasregional.com* Searchable database of 19 regional industrial buying guides. [Exp. #171.]

TMS Home Page *http://www.totalmarketing.com* Visit our 8,000 title catalog of special interest videos and CD-ROMs. [Exp. #170.]

Townsend Investigations *http://www.TownsendInvestigations.com* Investigative services including skip tracing, domestic and business concerns, workplace violence issues, and business losses. [Exp. #170.]

Travelconexion *http://www.travelconexion.com* Travel industry suppliers, product promotions and services. [Exp. #171.]

Treasure Baskets To Go *http://www.tb2go.com* Eight years of experience meeting the needs of gift-givers with a variety of gift baskets and innovative gift ensembles. [Exp. #171.]

Tropicare, Inc. *http://www.panda.demon.nl/Tropicare/index.htm* Dental and medical equipment. [Exp. #170.]

Twin Peaks Gourmet Trading Post *http://tpeaks.com* An online food store with over 200 delicious fancy foods to choose from. [Exp. #170.]

Viable Herbal Solutions *http://www.viable-herbal.com/* Alternative medicine herbal health products and services. [Exp. #170.]

Victory Labs Supplements *http://purevictory.com/* Pure pharmaceutical grade vitamins and supplements available to the public. [Exp. #171.]

Webley Systems, Inc. *http://www.webley.com* Personal communications systems incorporating voice activation, speech and text recognition, telephone and Internet access, and an ever-expanding array of features. [Exp. #170.]

Woodturning: Treasures From Trees *http://www.indy.net/~woodturn* Woodturnings, woodturning, and lathe-related site by Dick Gerard, including a gallery of woodturning for sale. [Exp. #171.]

FINANCIAL/ REAL ESTATE SERVICES

All Real Estate Ads *http://www.mswebmasters.com/land/* Interactive classified system listing homes for sale, businesses, farms, ranches, timeshare, farmland, condos, townhomes, orchards, rental property, all types of real estate. [Exp. #171.]

Asian Financial News From India to Japan *http://www.indoexchange.com/afx* Full financial news stories covering all of Asia from India to Japan to China. [Exp. #170.]

Ask Hubert *http://www.askhubert.com* Describes two new banking products. [Exp. #172.]

Atlantic Porperties International *http://www.atlantic-props.com* Ft. Lauderdale/ Miami real estate. [Exp. #170.]

Blizzard Processing *http://www.blizzardprocessing.com* A/P outsourcing. [Exp. #170.]

CVAR Web Site *http://www.cvar.com/* Conejo Valley Association of realtors. [Exp. #170.]

Debt Consolidation *http://www.beevy.com/cfs/consolidate?45-9041* Help available for people who need a debt consolidation loan. No application fees. [Exp. #171.]

Dee Dee Nadler—Realty Executives *http://www.goodnet.com/~buyaz* Look no further! Scottsdale, Paradise Valley, and Phoenix real estate information. Dee Dee offers the very best in real estate and relocation. [Exp. #170.]

Financial Information Services Group *http://home.earthlink.net/~alexr/* Do-it-yourself bankruptcy kits by mail. [Exp. #172.]

Forecast Land Corp. *http://www.forecastland.com/Land* The definitive guide to financially successful land investment in Southern California. [Exp. #172.]

Hampton Roads Mortgage Link *http://www.mloans.com* Providing mortgage loan services for the home-buying public. [Exp. #171.]

Home Loans *http://www.dreamhomelone.com* The process of buying a home completely and clearly explained. [Exp. #172.]

Howard Perry & Walston / Better Homes & Gardens *http://triangle-hpw.com* Real estate marketing in North Carolina from the Triangle area to the Coast! [Exp. #171.]

Indiahomes *http://www.indiahomes.com* Indian real estate and property investment. [Exp. #170.]

Mergerstat *http://www.mergerstat.com* Mergers and acquisitions research. [Exp. #172.]

Michael Gray, CPA *http://www.innetix.com/~mgraycpa* Issues presented by new tax laws and how to organize your tax information for next year. [Exp. #170.]

Personal Finance *http://www.geocities.com/wallstreet/floor/4551/blemieux.htm* Learn basic personal finance. [Exp. #171.]

Pivar Real Estate—Properties of St.Criox *http://www.pivar-stcroix.com* Pivar Real Estate of St. Croix in the Virgin Islands was founded to provide the very best real estate brokerage services. [Exp. #172.]

Real Estate Diversified—Coldwell Banker/The Huchinson-Freitas Group *http://www.tiac.net/users/joegold/freitas.html* Comm-inv and residential site, town of Easton, MA, and interactive links. [Exp. #170.]

SFVAR Web Site *http://www.sfvar.com* Southland regional association of realtors. [Exp. #170.]

Strategic Selections *http://www.geocities.com/wallstreet/floor/1475* The Internet's top-selling stock market newsletter. Sent exclusively via email. [Exp. #170.]

Tactical Asset Allocation *http://www.geocities.com/wallstreet/9250* Provides advice concerning which investments to emphasize based on current market conditions. [Exp. #171.]

Topanga Canyon Real Estate *http://www.topangacanyon.com* Comprehensive guide to real estate buys in this famous community by Topanga's leading brokerage, Coast & Canyon Realtors. [Exp. #171.]

LEGAL SERVICES

Association for California Tort Reform *http://www.actr.com/actr/* The latest information on legal reform, summary of Supreme Court decisions, ACTR's amicus briefs in selected cases, and more. [Exp. #170.]

Claimtronics Network *http://claimtronics.com* A complete transportation claim processing service dedicated to the household moving industry. [Exp. #171.]

Computer Litigation Specialists *http://www.wsrcg.com* Consulting firm specializing in high technology and computer litigation support. [Exp. #171.]

David S. Kahn, Attorney At Law *http://www.verdict.com* Online legal information for people who have been arrested, are being evicted, have been in an accident, and who want information regarding Small Claims Court. [Exp. #170.]

First Legal Resource *http://www.findanattorney.com* Southern California's most complete Internet attorney directory. [Exp. #171.]

Law Offices Of Karen K. Greig *http://www.kkglaw.com* Personal injury attorney for the 21st century—great use of technology for the benefit of clients. [Exp. #171.]

Walsh & Katz *http://www.welshkatz.com* A full-service intellectual property law firm. [Exp. #171.]

ORGANIZATIONS

American Business Council Of Dubai & The Northern Emirates *http://www.abcdubai.com/* The ABC is a non-profit organisation of Americans and American companies based in Dubai, United Arab Emirates. [Exp. #170.]

ASHHRA *http://www.ashhra.org* ASHHRA supports the development of human resources practitioners in health care. [Exp. #170.]

Association For Quality And Participation *http://www.aqp.org* Non-profit on quality and participation. [Exp. #172.]

California Credit Union League's Banker Attack. *http://www.ccul.org/attack/attack.htm* Designed specifically to toss the arguments from banking industry attacks on credit unions back in the laps of the bankers. [Exp. #170.]

CHLB (Commodore/Apple Helpers Of Long Beach) *http://homepage.usr.com/c/camaron* Supporting Commodore 128/64/20/16/+4 and Apple II/IIC/IIE/IIGS computers. [Exp. #172.]

Insulin-Free World Foundation *http://www.insulin-free.org* For people with diabetes and for others interested in pancreas transplants, islet transplants, immunology and xenotransplantation as they relate to diabetes. [Exp. #171.]

KidsHealth At The AMA *http://www.ama-assn.org/KidsHealth* A Web site for children's health information, sponsored by the AMA and the Nemours Foundations. [Exp. #172.]

LAPA-NNJ *http://www.webspan.net/~lapa* We are a non-profit, volunteer adoptive parents association. [Exp. #172.]

Los Angeles Macintosh Group *http://www.lamg.org* Non-profit user group offers training programs, seminars, meetings, and tech support. [Exp. #172.]

Martinez Regional Land Trust *http://silicon.com/~mrlt/* Includes hikes for the SF Bay area. [Exp. #172.]

Middle East Childrens Alliance *http://www.peacenet.org/meca* Summer 1997 virtual delegation to Palestine and Israel. [Exp. #171.]

National Center For Employee Ownership *http://www.nceo.org/* Articles, columns, discussions, and interactive training on employee stock ownership plans, stock options, etc. [Exp. #170.]

NOCCC (North Orange County Computer Club) *http://www.noccc.org* Web page of computer user group. Meetings: 1st Sunday of the month, 9:00 am, Chapman University, 333 N. Glassell Ave., Orange. [Exp. #170.]

North Shore Hematology/ Oncology Associates, P.C. *http://www.mindspring.com/~nshoa* Suffolk County's oldest cancer treatment facility. [Exp. #171.]

Northern County Psychiatric Associates *http://www.ncpamd.com* Information about our group and useful mental health links for primary care physicians and the general public. [Exp. #171.]

PAACT—Patient Advocate for Advanced Cancer Treatment *http://www.osz.com/paact* Non-profit support group for prostate cancer. [Exp. #170.]

PC Clubhouse *http://www.pcc.org* For people interested in learning more about IBM-compatibles. [Exp. #172.]

Red Dog Fan Club *http://www.reddogfanclub.com* Golden Retriever merchandise and club. [Exp. #172.]

Riggs Institute *http://www.riggsinst.org* A non-profit publisher and agency promoting literacy and offering aides and tools to teachers, parents, and tutors of students wanting to improve their English reading and writing skills. [Exp. #170.]

San Francisco Recreation And Parks Department *http://www.ci.sf.ca.us/recpark/* [Exp. #171.]

Santa Clarita Valley's PC Group *http://www.smartlink.net/~scvpcg* The Santa Clarita Valley's PC Group dedicated to PC literacy. Come join us. [Exp. #172.]

continued on page 178

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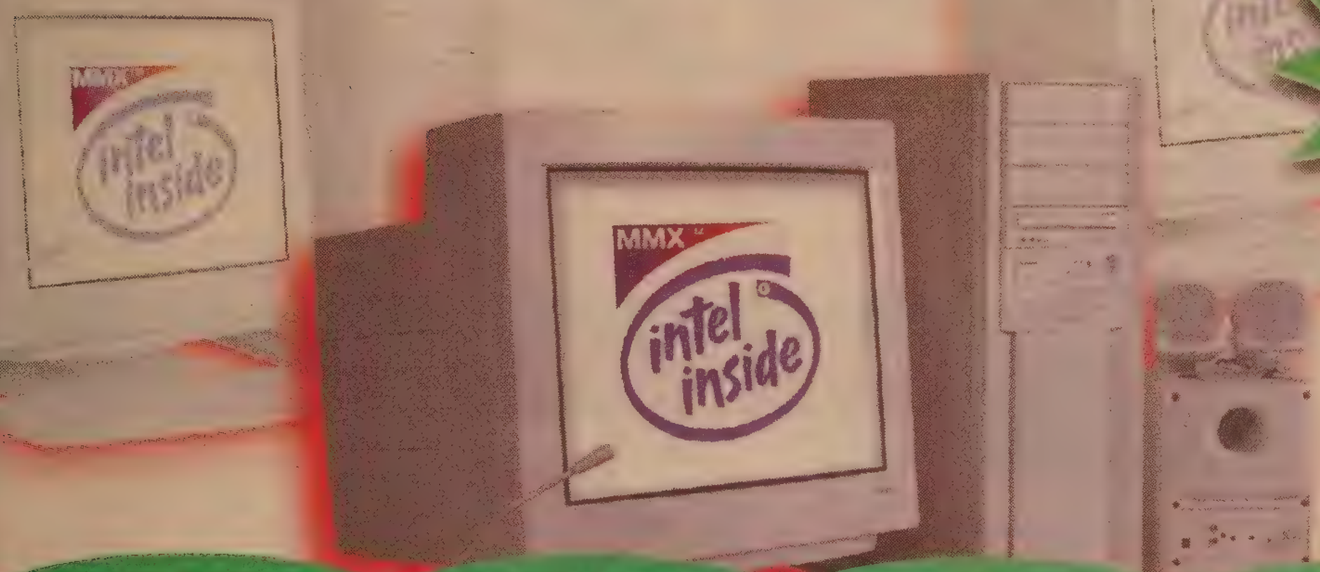

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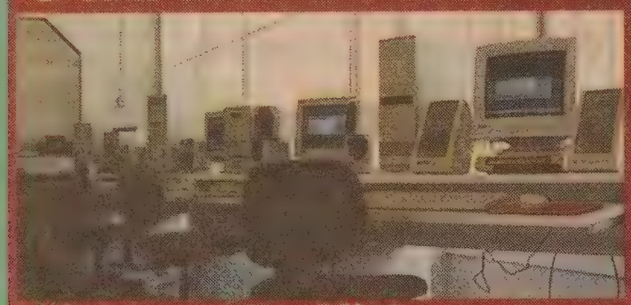

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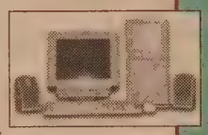

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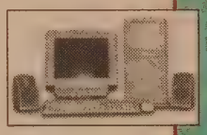

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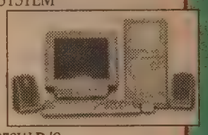

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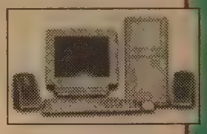

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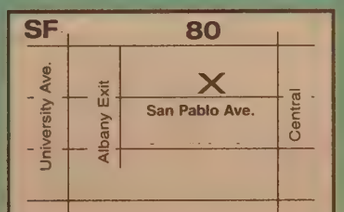

Web Page Listings *continued from page 174*

Santa Fe High School Vocal Department *http://members.aol.com/JPT411/home.html* This site has information on Santa Fe High School's Vocal Department, and concerts scheduled for this school year. [Exp. #172.]

Scripture Resource Center *http://scriptureresources.org* Catalog of various translations and versions of Scripture Media. [Exp. #171.]

SF Goodwill *http://www.sfgoodwill.org* Featuring its new 1977 award-winning advertising and public service announcement campaign. [Exp. #170.]

Silicon Valley Computer Society *http://www.svcs.org/sigs/inet.html* The Internet SIG of SVCS meets the first Monday of each month. [Exp. #171.]

Silicon Valley Localization Forum *http://www.tiziana.com/beta* Completely redesigned Web site. [Exp. #171.]

Technical & User Groups Network *http://www.tugnet.org* 24-hour bulletin board, meeting calendar, membership info., articles, reviews. [Exp. #171.]

USS New Orleans Reunion Association *http://www.purevictory.com/orleans/index.html* Looking for old shipmates of the USS New Orleans. Visit the ship's reunion assn. page. [Exp. #171.]

Web Pages For Charities, Non-Profits *http://www.rth.org/* Photos of La Brea Tarpits, LA Natural History Museum, Cabrillo Marine Aquarium and more. [Exp. #170.]

Webguardian Internet Watchdog Web Site *http://www.webguardian.com* Non-profit Internet watchdog group to assist the cyberconsumer with transaction problems or any Internet-related consumer matter. [Exp. #170.]

Witness For Peace *http://www.w4peace.org/wfp* Witness for Peace is a faith-based, politically independent, not-for-profit organization dedicated to acting in accordance with principles of nonviolence. Our mission is to change US policies which contribute to poverty and oppression in Latin America and the Caribbean and to promote just alternatives. [Exp. #171.]

World Peace Campaign *http://www.worldpeacetreaty2000.org* Promotion of Treaty for the Peaceful Settlement of International Disputes as the best hope for peace. [Exp. #172.]

PUBLICATIONS

Alexandria: Home Of The Virtual Library *http://www.alexandria-home.com* Includes free access to thousands of complete, unabridged books, magazines, and newspapers. [Exp. #170.]

Aviation Today *http://www.aviationtoday.com* Aviation industry business news and market analysis. [Exp. #171.]

Barricada Web Page *http://www.barricada.com.ni* Home page for Barricada, the publication of the FSLN. [Exp. #170.]

Basic Mechanics Book *http://www.jobbooks.com* Shows all the mechanical parts and how they work. Also tools, adjustments, and troubleshooting. [Exp. #172.]

Dawn Newspaper, Pakistan *http://dawn.com* Pakistan's largest English language newspaper. [Exp. #171.]

Earth Network For Sustainable Development *http://www.ecouncil.ac.cr* The Earth Council is pleased to announce the availability of several new reports and multimedia resources related to sustainable development produced for the Rio+5 Forum and follow-up process. [Exp. #172.]

Fishgame Newsletter *http://www.fishgame.net* We are always looking for fishy benefactors who are willing to loan us software tools or other services in support of fish game production. [Exp. #170.]

The Houseboating Page *http://www.houseboat.net/index.html* An indepth houseboat site—that includes a rental directory for all of North America. Houseboat rentals, sales and operating tips can all be found here. [Exp. #172.]

International Times *http://www.intimes.com* The most popular newspaper in Sarawak, Malaysia. [Exp. #172.]

Learning Without Frontiers *http://www.education.unesco.org/unesco/educprog/lwf/doc/portfolio/portindex.htm* Technology and Learning Portfolio: Rethinking Today's Realities is the second portfolio in a series aimed at a wide range educational decision makers. [Exp. #171.]

Network Buyer's Guide: The Networking & Storage Industry Resource *http://www.sresearch.com* Information on products from the computer storage & networking industry: product listings, technical papers, news sources, reference information, and training services. [Exp. #172.]

On The Road Newsletter Web Site *http://www.roadnews.com* From help going online from a foreign country, to help reaching laptop computer technical support, the On the Road Web site contains a wide array of valuable information for frequent travelers who take their laptop computer along on international trips. [Exp. #170.]

Radar Online Magazine *http://www.shukosha.com/radar/* RADAR Online Magazine a multi-lingual source of Fukuoka area news and information for non-Japanese residents and interested people abroad. [Exp. #172.]

Scandal of the Century *http://www.scandalofthecentury.com* The sold-out book by Christine Mansoor, documenting the controversial Mansoor Amarna Collection, is now available in it's entirety, for free, on the Internet. [Exp. #170.]

Sharktalk *http://www.nolo.com* Nolo's Web site is more than just fun and games—it's full of great legal information, specifically geared for the consumer. [Exp. #172.]

Slot Players' Insider *http://www.slotplayers.com* Print newsletter for slot players. SIte features tips, contest, gambling info, and casino links. [Exp. #171.]

Space Link Books *http://www.spacelinkbooks.com* Space Link Books presents seven sci-fi/fantasy/mystery/crime novels and one poetry collection. [Exp. #170.]

Steven Saylor *http://www.wenet.net/~saylor/* Site of Berkeley's Steven Saylor, author of the popular historical mystery series set in ancient Rome. [Exp. #170.]

Technology Management Reports *http://www.infohaus.com/access/by-seller/Technology_Management_Reports* For more information on the year 2000 computer problem see the white papers available at the Technology Management Reports Web page. [Exp. #170.]

Toxic Media *http://www.toxicmedia.com* We are a music /humor/poetry magazine/ catalog designed to make people laugh and think... check us out! [Exp. #171.]

WineKey.com *http://www.WIneKey.com* A user-friendly and comprehensive guide to California and Italian wines. [Exp. #172.]

Zoban Raftik And His Fanzines World *http://www.geocities.com/SiliconValley/Bay/2264* Intikam alinacak birseyler daima vardir hep ezilen oldukca. [Exp. #170.]

ODDS & ENDS

Advanced Kinesiology Concepts *http://www.geocities.com/hotsprings/7756/* Innovative approaches to holistic health using advanced kinesiology, radionics, and huna. [Exp. #170.]

Ask The Master Plumber *http://www.clickit.com/bizwiz/homepage/plumber.htm* [Exp. #170.]

Auto Pricing *http://www.autopricing.com* Providing dealer invoice and actual market pricing values on new 1998 to 1985 vehicles. [Exp. #170.]

Bruce Olsson *http://www.bruceolson.com* Colombia's Matilone Bari Indian community. [Exp. #170.]

ChinaVista *http://www.chinavista.com* Features in-depth information on China's business, industry, travel, and culture. Contents are available in both English and Chinese. [Exp. #170.]

Country Clubs Lifestyle Mall *http://www.countryclubs.com* Whether it's golf clubs, town clubs, country clubs, polo clubs, shopping or investments, we have it all. [Exp. #170.]

Empowerment Resources for Personal Growth, Social Change, And Ecology *http://www.empowermentresources.com/* Over 180 good books (most discounted 20-30%) and over 370 links on empowerment. [Exp. #171.]

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1.2GB HDD.....$109 4MB S3 Virga Card....$45

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ARTIST Pentium® Pro w/EIDE/IO/ up to 233MHz.....**$99**
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CPU: 486DX2/66 **$15**; 486DX4/100 **$27**; Pentium®/PII/PRO **CALL**; K5/K6 **CALL**; CYRIX 6x86 **CALL** **RAM:** 1MB/30Pin **$5**; 4MB/30Pin **$28**; 8MB/72Pin **CALL**;
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- ATX Medium Tower Case w/2nd Cooling Fan
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- Medium Tower Case with 2 Cooling Fans
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Adaptec 2940UW PCI Wide SCSI w/Kit	239
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Sound Blaster 16	59
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US Robotics 56K w/Voice Int.	179

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24X Panasonic IDE CD-ROM	109
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15" Proton 1280x1024 .28 Green Digital	239
15" MAG 510V² 1280x1024 .28 Green Digital	299
17" Proton 1280x1024 .25 (NEC Tube)	489
17" Sony 200SX 1280x1024 .25	609

CASE & POWER SUPPLY

Mini Tower w/230W	$39
Medium Tower w/230W	52
Full Tower w/250W	76
ATX Form Medium Tower	79
230W PS	29

MOUSES

Logitech Mouseman PS/2 or Serial	$29
Mitsumi Serial Mouse	12
Mitsumi PS/2 Mouse	12

OPERATING SYSTEM (w/System Purchase)

Windows 95, CD (SR-2) ver.	$99
Windows NT 4.0 Workstation.	159

DRIVES

Teac 1.44MB	$32
Panasonic 1.2MB/1.44MB	46

DISPLAY CARDS

1MB Trident ISA	$46
1MB S3 PCI	34
2MB S3 Virge 3D DRAM PCI	49
2MB Diamond Virge 3D EDO RAM PCI	69
2MB Diamond Virge 3D VRAM RAM PCI	119
4MB Matrox Millenium II PCI	229

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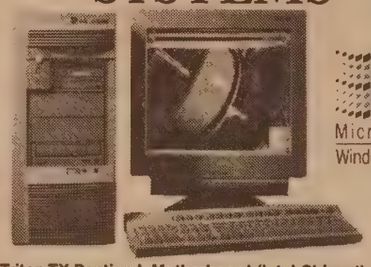

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6X86 (P-166+) 133 MHz 65

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AMD K6/166MMX 145
AMD K6/200MMX 215
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K5/P166(133MHz) 95

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FIC PA 2105/256K/Fan w/IBM Cyrix 6x86/200+CPU 148
VIP/Pro/VX 256K/512K Cache 70

ADD-ON CARDS
Network, Controller, Video

Ethernet 16-Bit Card NE2000 Combo $25
Ethernet NE2000 PCI/Combo 30
Adaptec 2940U PCI SCSI 180
Diamond Stealth-64 PCI/2500 SVGA 1MB/2MB 35/45
Diamond Stealth-64 PCI SVGA 2MB/4MB VRAM 110/150
Trident SVGA PCI-64 9680 MPEG 1MB/2MB 30/40
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HARD/FLOPPY DRIVES

Teac 1.44MB 3.5" FD $25
Sony 1.44MB 3.5" Floppy 23
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1.6GB IDE Seagate/Maxtor/WD 165
2.0GB IDE Maxtor/WD 185
2.5GB IDE WD/Quantum 200
3.1GB IDE WD/Quantum 215
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SCSI External Box w/PS 60
HP T-3000 3.2GB TapeBU 180

CASES

Mini Tower w/230W PS $35
Super Mini Tower w/250W PS 40
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230W/250W Power Supplies 20/28
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KEYBOARDS

104-Key $12
Keytronic 101-Key 25
Focus Key FK6200 25
Focus Key FK7200 w/Trackball 30

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Adaptec 1540CP/1542b-----140/95.
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32k*8 -20 cache RAM--$2

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4x/24x cd ROM $37/ 79.00

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Intel Atlantis Video /Audeo Video/Audeo with 256k pipe line cache $184.00
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486/ SLC2 / 66 MHZ..w.VLB& CPU... $ 52
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Online Guide

Web Page Listings *continued...*

Evolution's Voyage *http://www.evoyage.com* Evolutionary psychology for the common person. [Exp. #172.]

Gay Life (The Mining Company) *http://gaylife.miningco.com* Explore Gay life from coming out online, to finding the right partner and being gay in the corporate world. [Exp. #172.]

Guy Kawasaki's EvangeList *http://www.zdnet.com/macuser/macway/* Apple Fellow Guy Kawasaki has created a mailing list called "EvangeList," a place where Mac users can share stories and information about the platform, the industry, the state of mind that is Macintosh. [Exp. #170.]

Health By Choice *http://www.healthbychoice.com* Health care advisory. [Exp. #170.]

International Pharmacy Organization *http://www.ipo-cubamed.co.uk/* The International Pharmacy Organization of London offers a unique service for medical professionals. Prescription medications needed by patients residing in Cuba can be couriered to their local clinic/surgery directly from London. [Exp. #172.]

Jesus Christ, The Son Of God *http://www.jesusmessiah.com* The shocking truth about Jesus Christ. What most churches are not telling you. [Exp. #170.]

Manuel Otero Inmobiliaria Vende *http://webs.satlink.com/usuarios/o/otero* Business Inmobiliarios. Nos especializamos en residencias, countries, bodegas, vides, urbanizaciones e industrias. Asesoramiento en ley de inversiones para Argentina. [Exp. #170.]

Mediscovery *http://www.avge.com/mediscovery* Medical Webvideo and education. [Exp. #172.]

Meet Cool California Singles Online *http://romanceclub.com* Stop dreaming, and start acting! Singles with photos and detail profiles. [Exp. #171.]

Meet The Asian Woman of Your Dreams *http://www.ktb.net/~lychen/linda.htm* Learn how to meet Asian women with Linda Y. Chen. [Exp. #172.]

Quest for Anabolic Comprehension *http://www.networkx.net/qfac* Bodybuilding. [Exp. #171.]

Role Model Project for Girls *http://www.womenswork.org/girls/* Intended to provide girls ages 9-16 with detailed information on a wide range of careers—including real-life examples of women who work in a variety of non-traditional careers. [Exp. #172.]

Sacred Journey *http://home.ncsi.net/sspears* This site is for the growing number of people around the world interested in spirituality. [Exp. #171.]

StorkNet *http://pages.prodigy.net/storknet* The online resource for parents-to-be and new parents. [Exp. #172.]

The Elijah Messenger—Bible Truths *http://web.idirect.com/~siracus/elijah.html* A Christian information center revealing bible truths about controversial subjects. [Exp. #172.]

The Telemation Methodology *http://www.telemation.ie* A complete methodology for the convergence and management of computer and telecommunications technology. [Exp. #172.]

Tu An Zen Temple *http://vinet.vinet.com/~tuanthienduong/* Zen meditation, in English, Vietnamese, and Chinese. [Exp. #170.]

Unlocking The Secret Of Life *http://www.wgn.net/~dicewars/* The solution to our origin and immortality—relative to the universe. [Exp. #170.]

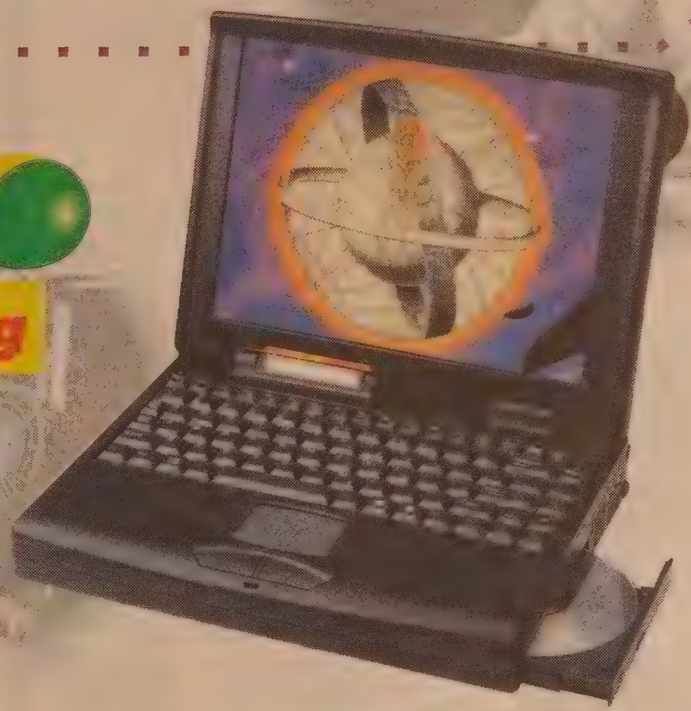
USS Hopper Site *http://www.navsea.navy.mil/hopper/* This is the first destroyer and only the second Navy ship named after a woman. [Exp. #171.]

Writer's Block *http://www.exoticpens.com* Premier limited edition pens. [Exp. #172.]

LINDEN MICRO TECH

www.linden.com email: sales@linden.com

Your Notebook Solution



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Windows 95 Included
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- 16-Bit Stereo Sound System w / 1MB Wave Table Synthesizer ROM
- 16 x Speed CD-ROM. Built-in 2 Stereo Speakers & 1 Microphone
- Built-in Touch Pad Mouse, Infrared Wireless Interface, 1 Game Port
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- NiMH Battery (Optional Li-Ion Battery), AC Adaptor, Carrying Case.
- Optional MPEG Module, 2nd Battery, Docking Station, Car Adaptor
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- 1 Year Parts & 3 Years Labor Warranty

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2780

The Corporate Travel Warrior

- Intel Pentium Processor Up to 233MMX
- 16MB RAM exp. to 128MB, 512K Level 2 Cache
- 20 X CD-ROM, Built-in FDD
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- 2MB Display Memory (EDO), exp. To 4MB
- 16-bit Stereo Sound System with Built-in Speakers & Microphone
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- NiMH Battery (Lithium Ion Optional)
- Windows 95 Release II w/Manual & CD
- 1 Year Parts & 3 Years Labor Warranty

14.2" TFT Available

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7200

Top-of-The-Line Notebook

- Intel CPU Up To Pentium 233MMX Technology
- 16MB EDO RAM exp. to **128MB**. **512K** Pipeline Burst Cache.
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- Removable FDD (exchange for 2nd Battery), HDD (1.44GB-3.0GB)
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- 2 Type II PCMCIA Slots, 1S (16500), 1P (ECP/EPP),1 Docking Station port, 1 ext. KB, 1 ext. CRT
- NiMH Battery (Optional Li-Ion Battery), AC Adaptor, Carrying Case.
- Optional MO Drive, 2nd Battery, Docking Station, Car Adaptor
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- 1 Year Parts & 3 Years Labor Warranty

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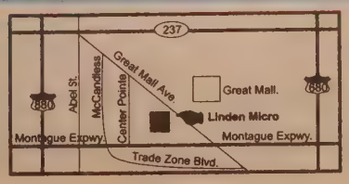
VISA DISCOVER



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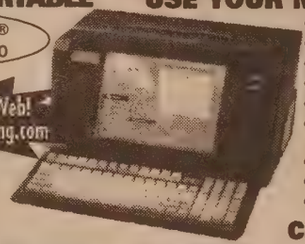

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- SVGA Card w/1 MB
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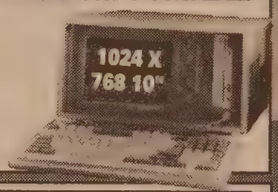
- Deluxe Carrying Bag



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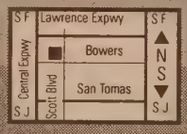

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Online Guide

Web Page Listings *continued...*

ENTERTAINMENT /LEISURE

Action Review With Icestorm *http://www.icestorm.com/action/* For the coolest movie reviews, previews, and cinematic essays turn to this award-winning Web site! [Exp. #172.]

Alcatraz: The Warden Johnston Years *http://www.alsirat.com/alcatraz.html* The story of Alcatraz in the days of the "Public Enemies," featuring original photos, documents, and biographies. Tales of escapes, strikes, punishment, and human dignity. [Exp. #172.]

Allradion: Radio For The 21st Century *http://www.allreadio.com* All music, all the time. Unsigned bands—win a recording contract in our future star search. [Exp. #171.]

Amtrak *http://www.amtrak.com* Amtrak's Web site offers travel planner guests with all of the information and travel tips needed to help ensure an enjoyable adventure by rail. [Exp. #170.]

Anita's StarPower *http://home.earthlink.com/~astrology* Free astrology readings by the astrologer to Carlos Castaneda, Yogi Bhajan, Liza Minelli, and the stars of Hollywood. [Exp. #172.]

Arizona Cactus Home Page *http://www.arizonacactus.com* A fun and informative page about a botanical garden in Arizona. [Exp. #172.]

Bay Area Sports *http://www.angelfire.com/sc/starzsports/index.html* All you want to know about your favorite Bay Area athletes and teams here. [Exp. #171.]

Bay Scene Magazine *http://www.bayscene.com* Musicians supporting musicians. [Exp. #172.]

Beep @ The BBC *http://www.beeb.com* The BBC's Web entertainment and information service. [Exp. #172.]

Brainless *http://www.brainless.org* Multimedia organism for wasting time by browsing wierd jokes, wierd images, wierd music, and wierd sounds. [Exp. #172.]

Bumps Ski & Surf Australia *http://www.bumps.com.au* Ski, surf, snowboarding, inline skating specialist retailer. [Exp. #171.]

Charles Belov's MIDI Web Tips Home Page *http://www.geocities.com/SunsetStrip/4294/midi.html* Technical info for all who use or support MIDI on the Web. MIDI test suite. [Exp. #171.]

Cheese And Stuff *http://www.geocities.com/MadisonAvenue/1391* A very funny site. You'll kick yourself if you don't visit it. [Exp. #170.]

Citbank Women's Challenger—A USTA Event *http://www.6all.com* Site to promote professional tennis tournament held in the South Bay. [Exp. #171.]

Communication Graphics And Music *http://www.bulletcomputers.com/gtittle* Features musician links, musician special interest pages, street music articles, and more. [Exp. #171.]

Cooking For Dummies Home Page *http://www.globalpac.com/unriehl* America's first cooking show for really stupid people. [Exp. #171.]

Crashed Tickets *http://www.crashedtickets.ch* The wildest and hardest acappella band you ever heard. [Exp. #172.]

Dee Zaster. Esq. *http://members.tripod.com/~russmccor/* The DZ gal strikes again—this time in Europe. [Exp. #171.]

Discoteca ULTIMO IMPERO *http://www.workline.it/impero* [Exp. #171.]

DR's Sports *http://www.signatures.com* The best "in person" sports and celebrity autographs on the Internet. [Exp. #171.]

Dublin's Finest *http://ndigo.ie/~robbief* A selection of Dublin's finest establishments, including Tante Zoe's, Baton Rouge Restaurant, Reynard's Night Club. [Exp. #170.]

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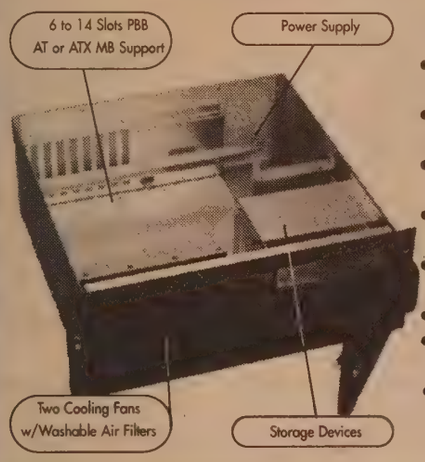
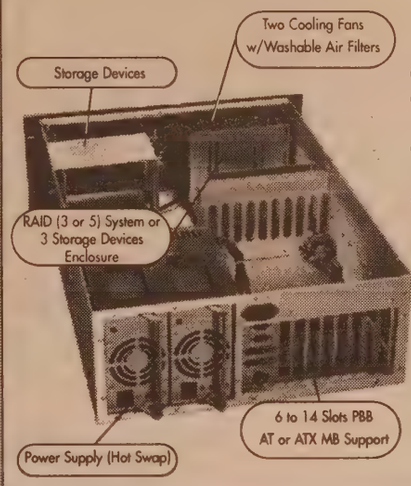
19" RACKMOUNT ENCLOSURE



Specifications:

- Faceplate Dimensions: 19"W x 7"H
- Chassis Dimensions: 17"W x 7"H x 17"D
- Weight: 15 lbs. w/o Power Supply
- Peripherals: Up to 4 Storage Devices
- Steel & Aluminum Construction
- Power Supply
- Cooling Fans: Two 60 CFM Intake Fans
- Expansion: PCI/ISA Passive Backplane (6-14 slots), Segmented up to 2 systems

19" RACKMOUNT ENCLOSURE



Specifications:

- Steel & Aluminum Construction
- Faceplate Dimensions: 19"W x 7"H
- Chassis Dimensions: 17"W x 17"H x 24"D
- Weight: 17 lbs. w/o Power Supply
- Expansion: PCI/ISA Passive Backplane (6-14 slots)
- Power Supplies: 230,250, 300 to 400W Hot Swapable Power Supply (250-400W optional)
- Cooling Fans: Two 60 CFM Intake Fans
- RAID Level 5 11.2GB HD
- Door: Dustproof & Lockable
- Up to Nine Storage Devices

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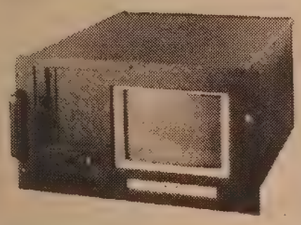
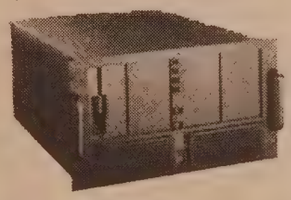
19" RACKMOUNT w/MONITOR



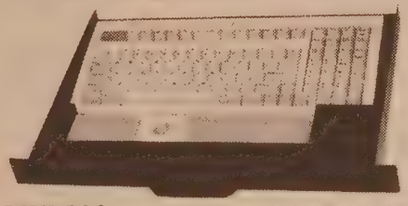
- 19" Rackmounting
- Integral Monitor
- 10" .28 dot pitch SVGA Color
- 9" Mono-TTL or VGA
- 8 or 14 Slot Passive Backplane
- 8 Slot Motherboard Mounting
- U.S.A. Manufactured

HARD DISK CD-ROM ENCLOSURE



- 8, 14 & 20 Slot Options
- Dual Power Supplies
- Hot Swappable Redundant Power Supplies (Optional)
- 8 Drive Bays
- 8 Fans
- Motherboard or Passive Backplane
- 200-600 Watt Power Supply
- U.S.A. Manufactured

19" RACKMOUNT KEYBOARDS



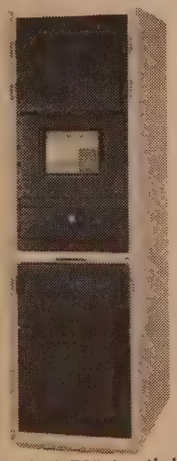
RMK-102

- Space for Mouse or Trackball
- Switch Selectable for PC XT/AT or PS/2
- 20,000,000 Life Cycles per switch
- Separate Numeric and Cursor Keys
- Twelve Function Keys
- Suplied 22" Sliding Rail for 19" Rack
- 19" (W) x 1.75 (H) x 16.5" (D)

RMK-102TB w/ Trackball

- Compatibility: Microsoft &/or PS/2 PDP
- Interface: RS-232C or PS/2 PDP
- Connector: DB-9 Serial or 6-pin Mini DIN
- Encoder: Opto-mechanical
- Tracking Speed: 500mm/sec. (20"/sec.)
- Switch Lifetime: 1 Million Cycle
- 19" (W) x 1.75 (H) x 16.5" (D)

RACK MOUNT CABINETS



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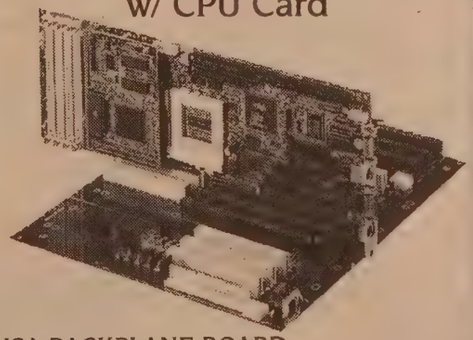

-ISA BACKPLANE BOARD
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-PCI BACKPLANE BOARD
8, 14, 20 Slots
-Segmented Backplane Available

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Web Page Listings *continued...*

Earthquake City BBS *http://members.tripod.com/~eqcitybbs/Index.htm* Earthquake City BBS, Computers By Candlelight (radio show), Chrome Oxide music collector pages, lots of links. [Exp. #171.]

Foris Adventures *http://www.foris.com* Learn about adventure travel to Borneo, and the sights and cultures around Southeast Asia. [Exp. #171.]

Free Music Newsletter & Sound Clips *http://www.citysketches.com/clips.htm* [Exp. #172.]

Gallery Of Cats *http://www.dreamtek.com/gallery-of-cats* Provides gifts and collectibles of the best quality, craftsmanship, and uniqueness of cats. [Exp. #171.]

Halfmoon Bay Cabin, British Columbia *http://www2.portal.ca/~perbus/* Waterfront luxury vacation rentals. [Exp. #171.]

Home Of Duplicate Solitaire *http://www2.cruzio.com/~vagabond* Duplicate solitaire has finally arrived. Play Klondike Pro against robots, friends and live opponents. [Exp. #172.]

House Of CrimsonHaze *http://www.homeusers.prestel.co.uk/mikeroweweb* Multiplayer game site. [Exp. #172.]

Ice House Comedy Club *http://www.icehouseonline.com/* Voted #1 entertainment nightspot four years in a row by *Cheers* magazine. [Exp. #172.]

It's Showtime *http://www.geocities.com/Colosseum/Loge/1262* This site is dedicated to the Showtime Lakers, and the long legacy it has left. [Exp. #170.]

It's The New Zoo Revue *http://www.newzoorevue.com/* From the hit children's show of the '70s comes the classic NZR on the Internet. [Exp. #172.]

Its Party Time *http://www.dancersalacarte.com* Bay Area's premier variety entertainment service. Dancers, musicians, catering, limo and party location referals available. [Exp. #172.]

Kites, Yo-Yos, and More *http://www.bfk.com* Over 300 pages of kites, yo-yos, magic, novelty toys, sports collectibles, and more. [Exp. #170.]

KZ Mobile Entertainment Services *http://pw2.netcom.com/~lilalynn/KARAOKEZONE.html* KJ's/DJ's, vocal acts, photographer, etc.; Karaoke show listings and equipment distributor. [Exp. #172.]

Look, Learn, And Do *http://www.looklearnandado.com/* Fun projects, history, and books for kids. [Exp. #172.]

Louise Brooks Society *http://www.pandorasbox.com* Louise Brooks is best known for her role as Lulu in the classic silent film, "Pandora's Box." [Exp. #171.]

Melrose Symphony Orchestra *http://www.melrosesso.org* The oldest continuing volunteer orchestra in the nation. [Exp. #171.]

Mercy International Centre, Dublin, Ireland *http://indigo.ie/~mercyint* Global headquarters of The Sisters of Mercy. [Exp. #171.]

Movie & Music Mayhem *http://www.geocities.com/hollywood/academy/6523* This site is for lovers of alternative music. [Exp. #172.]

MTV Online *http://mtv.com/* MTV's online channel. [Exp. #170.]

Muddy River Bridge *http://members.aol.com/mosesdan/muddyriverbridge/index.html* The weekly comic strip, Muddy River Bridge, and other related art by Dan Moses. [Exp. #172.]

MultiWar Wargame Home Page *http://home.earthlink.net/~aoliver/MultiWar.html* MultiWar is a user-configurable multiplayer wargame. It includes complete editors for easy scenario creation. [Exp. #170.]

Napa Gardens Experience *http://www.napagardens.com* Live the lifestyle of the Napa Valley with home furnishings, gourmet foods and wineries. [Exp. #171.]

The New Adventures Of PersonnelMan *http://www.earthlink.net/~dcauble/* The world's first civil service-related e-comic. [Exp. #170.]

New Year's Eve 1999 *http://www.newyrseve1999.com* The latest in celebration options for New Year's Eve 1999 and 2000. [Exp. #170.]

Norbest Home Page *http://www.norbest.com/* Norbest is the world's largest turkey marketing cooperative. This Web site aims to prove that turkey is not just for Thanksgiving. [Exp. #172.]

Official Site of the 79th PGA Championship *http://www.pga97.com* Live cyber-casted event featuring live scoring, course info, player info, and news. [Exp. #171.]

On Computers *http://www.oncomputers.msn.com* Web site where surfers can get facts and info about the radio show, "On Computers," as well as listen to the broadcast via Real Audio. [Exp. #171.]

OnVideo *http://www.cyberpod.com/cyberpod/onvideo.htm* A complete home video guide to current and forthcoming movies released on tape. [Exp. #171.]

Pants Talk *http://www.slip.net/~fooman/pants/* A new humor column every week, plus links, surprises, and a generous helping of pants. [Exp. #170.]

Pickle Bandit's Barrel *http://www.geocities.com/SoHo/5974* [Exp. #172.]

Pinnacle Records On-Line Selecta *http://www.Pinnacle-Records.co.uk* A listening post for new albums and singles. [Exp. #171.]

Plan 10 Software *http://www.plan10.com* The home MazeWorks, a maze race game and maze generation tool. Automatically generate *Doom* levels! [Exp. #172.]

The Psyko's Lair *http://users.lanminds.com/~thepsyko/index/thepsyko.htm* Award-winning site with a little something for everyone, including killer links of all kinds. [Exp. #170.]

Puzzle Page *http://members.aol.com/Mikevideo/page6.html* Fun picture and number series puzzles. For example, what comes next: 2, 3, 5, 8, ? (Answer: 12). [Exp. #170.]

Rebelcat's Litterbox *http://www.geocities.com/South Beach/Lights/4439/* Rebelcat loves industrial, gothic, and alternative music; sports; the beach; and surfin' the Net. [Exp. #171.]

Sailor Moon Talking Poster *http://home.earthlink.net/~sj4square/talkpos/* A new innovative product for kids who like Sailor Moon items—a 20" x 30" poster. [Exp. #170.]

San Franziskgo Events Listings *http://www.transaction.net/sanfran/events* San FranZiskGo!, updated weekly, previews one cool event for every day in San Francisco. [Exp. #171.]

Serious Gamer's *http://www.seriousgamers.com/* Includes links and reviews dedicated to all manner of serious PC games and much more. [Exp. #172.]

Shewey Trax Electronic Music Site *http://www.hpsystems.com/sheweytrax* Featuring music by Live Better Electronically, Oricom, and Bassbin Twins as well as contests, links, and ordering music. [Exp. #170.]

The Site Fights *http://www.thesitefights.com* Web masters submit their sites, which are then inspected for content and entered into contests if it is free of vulgar language and material. [Exp. #172.]

Ski France *http://www.french-ski.com* Info on skiing the French Alps. [Exp. #172.]

Southern California Christian Entertainment *http://home.earthlink.net/~christent/* Secular and Christian software, books, movies, and event reviews from a Christian Family perspective. [Exp. #172.]

Spec Screenplay Web Site *http://www.gotmilkstuff.com/shop/specscript.html* Screenwriters! Everything you need to know about the spec screenplay marketplace. Up-dated monthly. [Exp. #172.]

Teahouse Of The Mullah Nasrudin's Donkey *http://www.dnai.com/~mr_cat* Authentic Turkish coffee house at the Renaissance Faire. [Exp. #171.]

Telery *http://www.telery.com* A place to chat, play games, and have fun with your friends! Live chat, a casino, online games, free email and homepages! [Exp. #171.]

TLH Heliskiing *http://tlhheliskiing.com* Helicopter skiing in Canada. [Exp. #171.]

Today's Game *http://www.bonus.com/etc/todays_game/* Offers a new kind of coffeebreak—an interactive game everyday, delivered directly to the player's email. [Exp. #171.]

Tom Servo's MST3K Page *http://www.geocities.com/ Area51/Dimension/3512* For fans of Mystery Science Theater 3000, includes links, hot info, and much more. [Exp. #171.]

Trinity Alps Vacation Rental *http://www.life-education.com* The Coffee Creek Chalet is on the river nestled in a forest setting. Year around relaxation. [Exp. #172.]

Trivial Net *http://www.trivial.net* Trivia just for nerds. [Exp. #172.]

UAE *http://members.tripod.com/~ALKETBI/gold1.htm* UAE: one of the most wonderful countries in the world! [Exp. #171.]

The Ultimate Simpson Site *http://www.apc.net/rsmith/simpsons.htm* A site for Simpson lovers. Movies, pictures, sounds, chatting, etc. [Exp. #172.]

Unofficial Heckler & Koch Home Page *http://www.w3systems.com/usp/usp.html* Information about Heckler & Koch firearms along with general shooting information. [Exp. #171.]

Video Femmes *http://www.qbc.clic.net/~videofem* Production, distribution, and promotion of videos made by women. [Exp. #170.]

Yippeee *http://www.yippeee.com* Fun toys for girls and boys. [Exp. #170.

Zelda Playhouse *http://www.dunraven.com/~zelda* The ultimate Web site for all Legend of Zelda fans out there. [Exp. #170.]

Zenith Aircraft Homepage *http://www.zenithair.com* Everything you always wanted to know about building your own aircraft. [Exp. #170.]

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To list your Web home page for FREE, send us the name of your page/site, the URL (address), and a fifteen-word description. Also, please include a contact name and phone number for our reference only. Listings will run for three issues unless renewed. We reserve the right to select listings on a space-available basis and to edit those listings as needed. Send us your listings to: *michael.robin@microtimes.com* ; Web Listings, 1300 Clay St., Ste. 800, Oakland, CA 94612; or fax to (510)768-1288.

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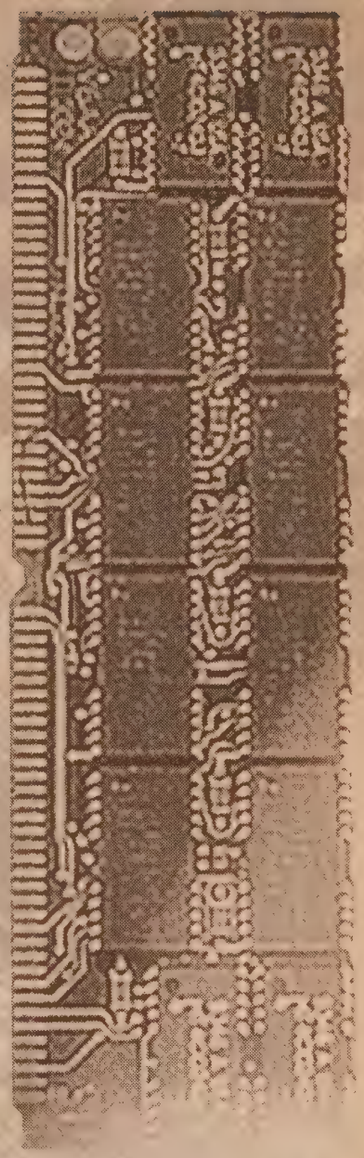

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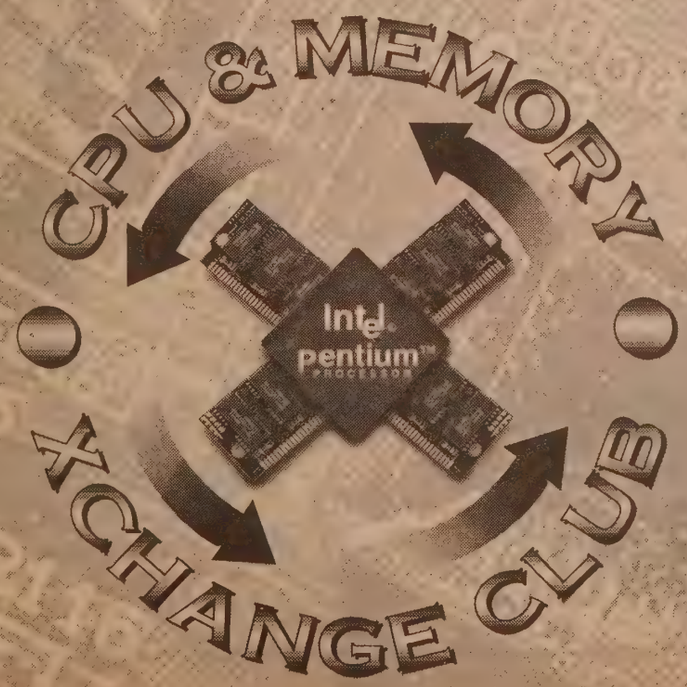

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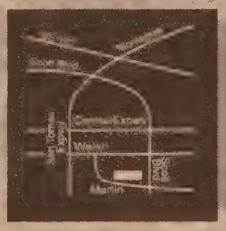

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Help Us Choose The Next MicroTimes 100

Our January 1, 1998 issue will feature our 11th Annual MicroTimes 100 list of industry luminaries and others who have made significant contributions to the computer world during 1997. And while many of them are world-renowned and have world-class PR departments, we're especially interested in hearing about the contributions of those who don't.

That's where you come in.

Please use this form to nominate anyone you think should be included in this year's list. Give us as much information as you can about your nominee, especially his/her accomplishments and contact information so we can follow up.

To encourage you in this, we will be giving **ten free one-year subscriptions to *MicroTimes*** to randomly selected people who submit nominations. If you want to be included in this drawing, please be sure to include your name, address, and contact info as well.

Nominations close on Friday, November 21, so don't delay!

You can fill out a nomination form online at:
http://www.microtimes.com/webfm/microtimes/mt100.html , or fill out this form and mail it to:

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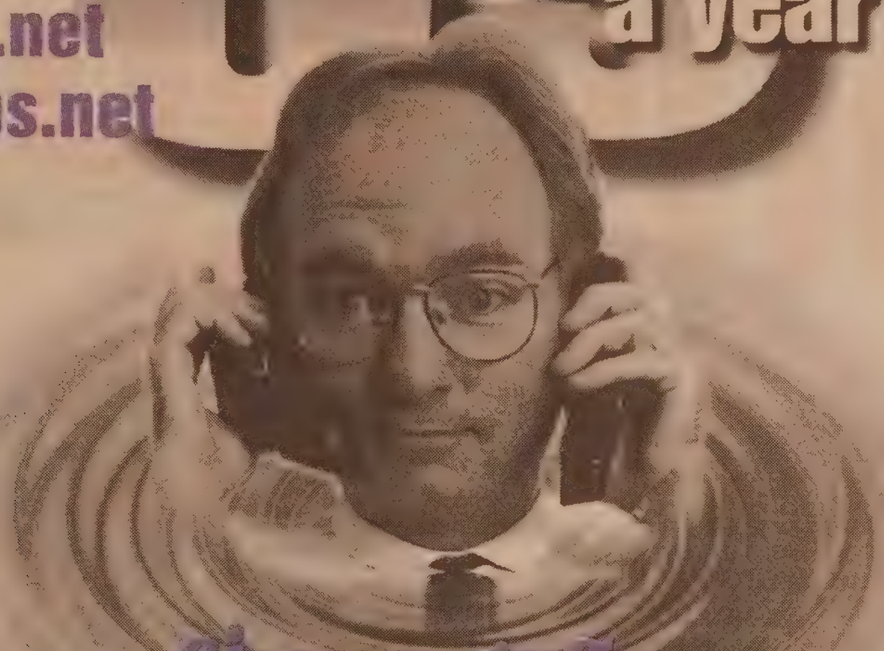

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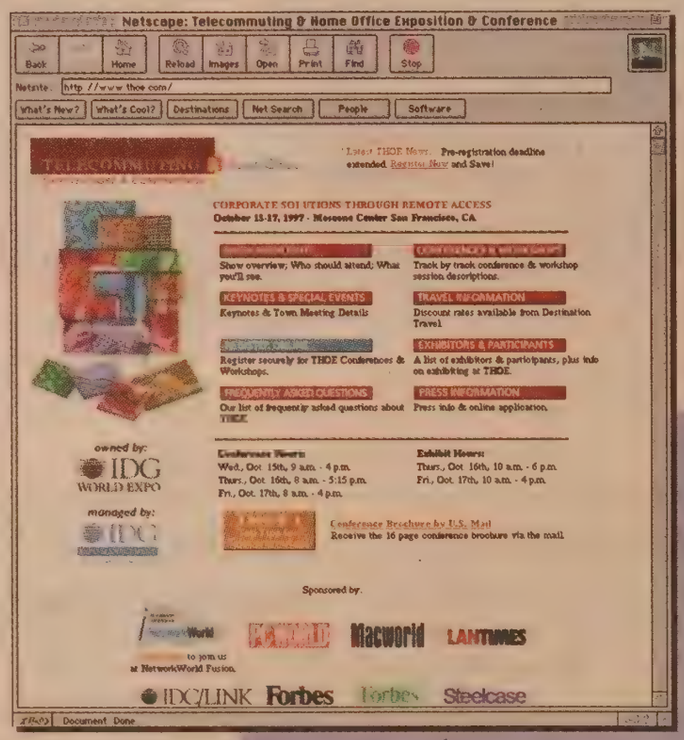
Gulch GOSSIP

by Jonathan E.

Be Where When?

With all the hype about the promises of telecommuting and the new decentralized networked corporation spewed forth by high-tech companies and assorted visionaries, I am occasionally mystified by the ever-climbing cost of housing both down in the Valley and around the Bay, as well as the increasingly tiresome traffic jams just about everywhere, not to mention the big deal made about such a trivial thing as a **BART strike**.



But then I recollect that often the telecommute solution is one that high-tech companies sell to others rather than practice themselves. How else to explain the booming Valley phenomenon if it were really true that one could work from anywhere? How else to explain the many high-tech companies that require their employees to be present on the premises? How else to explain the sprawling acres and acres of ugly office parks and campuses covering the old orchards of Santa Clara?

Could it be that once again the vision, the pitch, outstrips the delivery? I'll believe otherwise when housing prices start to fall and one, just one, orchard gets replanted.

Perhaps I'm just impatient; perhaps I'm just naive in hoping that I'm being told the truth by all the future-is-now hucksters; perhaps in ten years time **Caltrans** will be tearing freeways down instead of building them because we'll all be happily sitting at home telecommuting over the Information Superhighway.

However, once upon a time there was this concept of "the paperless office" promised by the same gang that now wants to sell you telecommuting. That has so far turned out to be hype.

Almost without doubt you can hear another bucketload of hype from people with nice offices at the **Telecommuting & Home Office Exposition & Conference**, where we're promised "Corporate Solutions Through Remote Access." It'll be at the Moscone Convention Center; the conference runs from October 15-17, while the exhibits are open on October 16 and 17. More info (of a generally more positive nature, I'm sure) from 1-800-393-THOE or Webwalk your way to *http://thoe.com* .

Driven To Telling Stories

I WAS SHOCKED, ABSOLUTELY SHOCKED, BY **JON Carroll**'s assertion in the September issue of ***Wired*** that "I had written the first big story about ***Myst*** and the **Miller brothers**." That story of his ran in the August 1994 issue of *Wired*, while my Multimedia 101 column on *Myst* appeared in this very magazine eight months earlier in December 1993.

What is Carroll saying? Mine wasn't big enough? Didn't I say enough about the brothers Miller? I'll admit that it is true that I concentrated on the product rather than the personalities. OTOH, doesn't it count for anything that the very first story I wrote for *MicroTimes* in September of 1989 was about **Manhole**, the Millers' first (if I recall right—it was a looonng time ago) CD-ROM? Unfortunately, they didn't get mentioned at all in that piece, we were all hung up on the technology and the product back then; there was none of this warm and fuzzy personality stuff, none of Carroll's navel-gazing.

Aren't we writers a pissy lot? And you might be excused for thinking that I've been writing about this stuff for far too long!

AOL Vs. Snap!

I CAN'T SAY THAT I'M PLEASED TO REPORT THAT I'VE NOW RECEIVED two AOL discs within a week addressed to "Current Resident"—and I don't even live in a generally demographically desirable ZIP code.

OK, I guess we should give **AOL** a little kudos for attempting to bring the wonders of the online world to the masses, but I find it hard to believe that anyone with a computer and modem isn't already inundated with AOL discs wherever they live. This is without doubt junk mail of the worst kind.

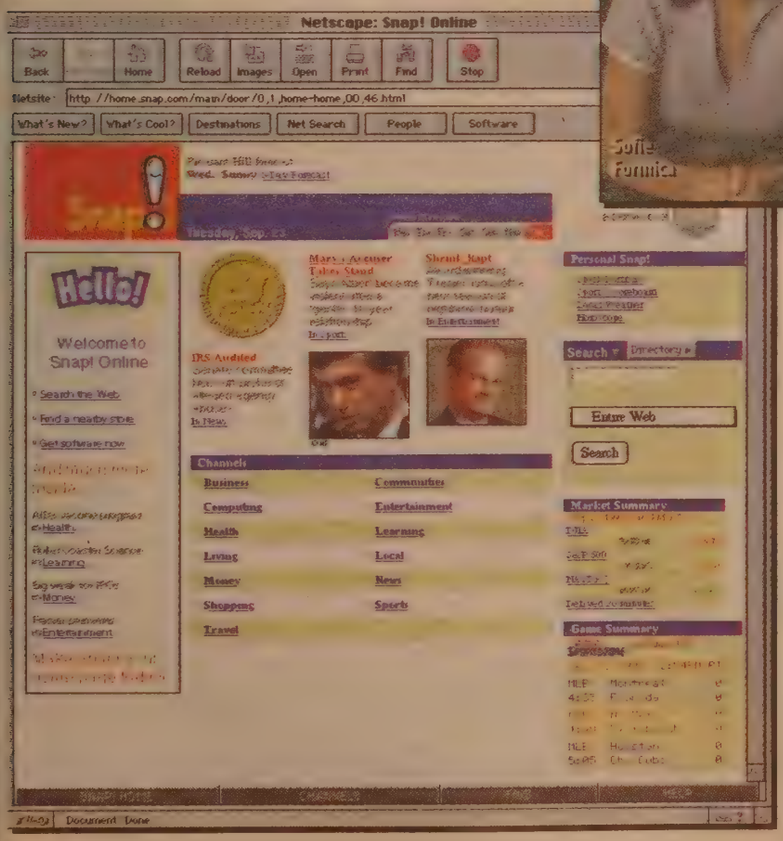
However, I am impressed with the offer of "50 FREE HOURS to do anything you want." Well, I'd like some free time to take a walk, go to the movies, listen to some music, visit some friends (hell, make some friends in real life!)—50 hours to do almost anything other than get online with AOL. Do you think AOL can or will give me those hours?

I suppose AOL may be getting desperate because **CNET** is in the midst of launching its AOL killer, **Snap! Online**. It's too early for me to say anything much, because the disc that arrived addressed to me personally for previewing is a Windows disc. However I like the accompanying T-shirt's snappy (groan!) little slogan, "Welcome Snap! Online—Goodbye AOL." (My, we're easily amused today.)

Perusing the press kit reveals that Snap! is basically a front end for the Web, for all those folks who want to get it organized into channels and content providers and other handy-dandy professional media concepts. Well, it'll be free 'cos it's advertiser-supported (just like television—we've come a long way, baby) so you might as well look for yourself at *http://www.snap.com* . It appears that the disc is just another way to get you online if you're challenged by the intensely complicated procedures that today prevent so many from enjoying their birthright of online access.

Ooooh! it features **Richard Hart** and **Sofie Formica**! I can barely wait for the Mac disc that I've been promised will be in the mail any day now! I'm sure most readers of this column will find the whole thing immensely redundant, although it's probably significant that Snap! is the only online service besides MSN with a preset active channel within Microsoft's Internet Explorer 4.0.

Sofie Formica



I Need Apertus Like A Hole In My Soul

OBVIOUSLY I'M IN A SLIGHTLY SOUR MOOD AS I WRITE THIS COLUMN, and I think it's more than just the usual back pain from being attached to the computer for too long. Perhaps it's caused by being subjected to so much advertising while researching this month's Multimedia 101 column, perhaps it's exacerabated by what I found on the **Apertus** Web site.

Whilst heaving out vast quantities of ancient press releases from my office I came upon a package from Apertus, of not too great a vintage. It was kind of snazzy with a big '30s-style poster, which included this textual snippet of insight— or at least intrigue, "For the ideas that once broke rules, now create them. Therefore plant the seeds of freedom, and be seduced by the voice of change."

That sounded kind of cool at the time, although I now hardly know what it really means, and so I dutifully set off to the Web site to see just what Apertus has on offer. I'm still not sure what that is, although it seems to be some kind of networking company.

I got turned off the whole quest for knowledge remarkably fast by a stomach-churning quote by **Jim Channon** (whoever he is) from something (presumably a publication) called **Creating Espirit de Corps** that Apertus saw fit to put on its **Brave New Voices** page (*http://www.apertus.com/corporate/brave/voices*) along with a lot of other corporate newspeak gobbledygook: "The challenge for business leaders in the 21st century is to assume the mantle of spiritual elder for their cultures, so that life doesn't become trivial and gray for all the people who spend most of their [here there was a missing word, a typo!, that I would assume is "time"] at work. Corporations are our new communities."

Looking at the bright side for just a moment, this statement at least encapsulates almost everything I find repugnant about the business-obsessed, so-called culture that's currently dominant in these quarters. I'll even grant that Channon may, may, be a well-intentioned nice guy—but I suspect he gives high-priced seminars to corporate execs who just need a little extra brainwashing to really screw their employees over. So talk about leaving the fox in charge of the hen house or having the junkie hold your stash!

There's some survey that found that an astoundingly high percentage of business people think it's okay to lie in business; that's not a good sign for spiritual eldership. Beyond that, a corporation, at *continued on next page*

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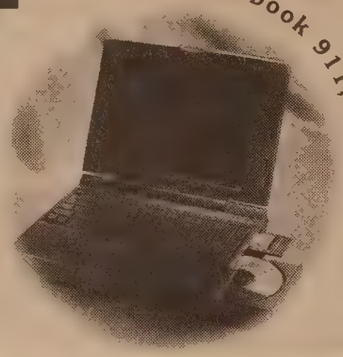

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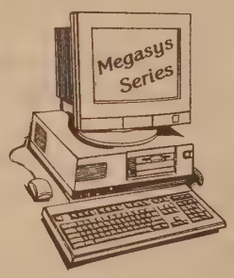

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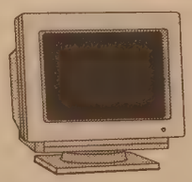

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GULCH GOSSIP *"I Need Apertus..." continued from previous page*

least under the current legal system, is basically a device to maximize profit without worrying overly about the moral scruples that afflict so many individuals; it's a different universe from spiritual concerns, which, if genuine, have no financial aspects.

Our problems as a society very much stem from people already spending too much time at work being trivial and gray; the solution is not for corporations to be our new communities, but for people to get out of the office and work less. Let's talk—not doubletalk—about really planting "the seeds of freedom!"

The Return Of Whole Earth

I'D LIKE TO GET AT LEAST ONE VAGUELY POSITIVE ITEM INTO THIS COLUMN—and the return of ***Whole Earth*** (and that's it, no more "Review") to newsstands and subscribers' mail boxes is a good thing indeed.

It's not very cyber now, but over the years *Whole Earth* has had an intertwined and checkered history with the computer revolution, ranging from early notice of various mini-computers and computer art in some of the very first Catalogs back in the '60s, to **Stewart Brand**'s early reporting on personal computers and encouragement of the **Hackers Conferences**, to the **Whole Earth Software Catalog**, to an issue focusing on **"Computers As Poison,"** to the founding of **The WELL**, to the **Electronic Whole Earth Catalog**, one of the first consumer CD-ROMs, to the **Cyberthon**, a notorious virtual reality extravaganza, to the editorships of **Kevin Kelly** and **Howard Rheingold**.

If you care, my history with it has been pretty checkered too; some of the best times of my life were spent working (and not) there, and the very worst day of my life was also spent there. I owe more to it than can be easily stated.

After a year or so's dormancy brought about by financial constraints but partially ended by 2,235 *Whole Earth* lovers donating over $139,000 (that's community!), the **Summer 1997** issue finally sees the light of day under the editorship of **Peter Warshall**, who I guess I would have to describe as a biologist who's worked with *Whole Earth* off and on since the dim mists of antiquity. There's a clean new design, the old domains have been adjusted and renamed for these times, but the content is as sharp and pointed as ever.

The interesting thing about *Whole Earth* is that it has always been recognized as being ahead of the curve; looking back, one can see numerous examples of its original obscure coverage becoming mainstream fodder several years later. This new issue has completely veered from the somewhat crazed cyber-edge obsessions of a few years ago towards a very sober and reality-based examination of environmental and community issues—almost back to its roots, although now you'll find notice of a few Web sites and mailing lists with good information. Hopefully *Whole Earth*'s reputation for foretelling the mood and concerns of the future is still deserved, because this issue is a delightfully refreshing oasis of good sense amidst the din and thunder of today's computer business. If this is the future, it's worth hanging on for.

It's available for $6.95 at newsstands, an annual subscription for a mere $20 from *Whole Earth*, P. O. Box 3000, Denville, NJ 07834-9879; 1-800-783-4903. The new editorial offices are at 1408 Mission Avenue, San Rafael, CA 94901; email to *wer@well.com* . The biggest change will be that *Whole Earth* will start taking advertising in the next issue. To buy yours, call (415)256-2800. Otherwise, donations would, I am sure, still be welcome. ■

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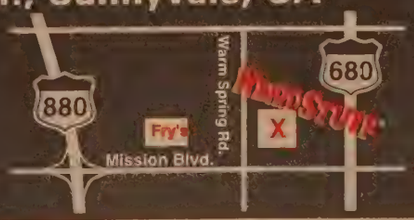

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The Evolution of Launch

Launch is now in its third year of publishing and, as far as I can tell, the only surviving CD-ROM magazine to have managed such a feat.

As reported in the last Multimedia 101 column, there's a young new upstart, *Sweet!*, entering the arena but, of the original contenders that began publishing back in the glory days of 1994 and 1995 when so much seemed possible, *Launch* stands alone. Some, like *Blender*, have metamorphosed into Web-only presences, while others have crashed and burned in their entirety.

Of course, it's not easy to publish any magazine, and the casualties are high in whatever medium the publisher chooses to do business. However, any survival in the carnage of the CD-ROM media massacre is now noteworthy, particularly the survival of a periodical.

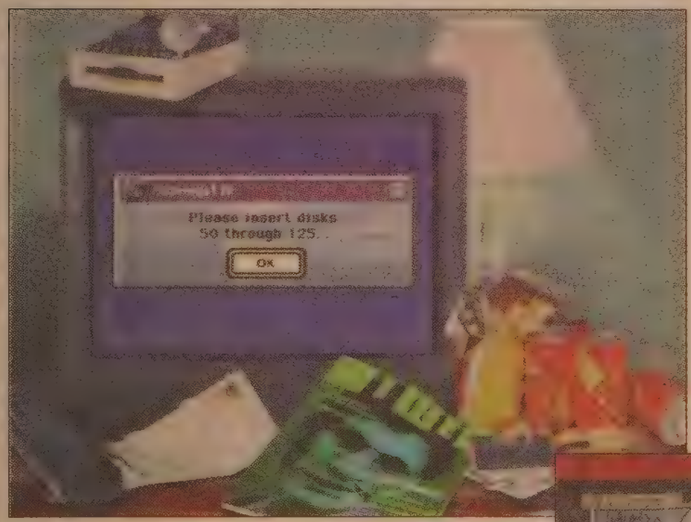
One might expect that the tumultous struggle of the past few years would have left *Launch* bloodied, staggering, barely able to raise its head, meekly begging for mercy. On the contrary, *Launch* has attracted substantial investment from, among others, such digi-tech media outfits as Softbank, entertainment entrepreneurs such as Chris Blackwell, and venture capitalists like Phoenix Partners.

With $10.5 million of total capital raised, *Launch* is pursuing a variety of new directions—both to consolidate its position as the leading disc-based entertainment periodical and to be ready to appear on new platforms when they become reality. *Launch* has teamed up with Intel to produce a new MMX/DVD-ROM version when that platform finally reaches the market. Plans call for it to be bundled with all the new systems shipping from Sony and Gateway 2000 early next year.

Any day now, *Launch* will unveil its newly revamped and expanded Web site, with the goal of becoming the one-stop destination on the Web for all music-related content. In the second quarter of 1998, the frequency of the disc will increase from bimonthly to monthly. With an eye on the further-off future, *Launch* is also exploring the possibilities of new broadband networks with cable, phone, and satellite companies.

Launch can pursue these varied directions because it has achieved some level of success at its basic business. Beyond simply surviving, *Launch* has managed to convert much of its circulation from newsstand sales and bundling deals to paid subscriptions, a much more secure form of income for periodicals.

BY JONATHAN E.



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Although total circulation a year ago was generally not much lower than this year, the number of subscribers has doubled to 120,000 and the number of copies bundled, a rather indiscriminate and not very lucrative way of reaching customers, has decreased. Overall circulation is better than 150,000 and issue #14, published in August and featuring Sarah McLachlan, had an additional 175,000 copies distributed to college students by AT&T as part of their college marketing campaign.

Launch is also distributed through the normal retail outlets where one might expect to find a disc-based entertainment periodical—Blockbuster Music, Barnes & Noble, Borders, Computer City, Best Buy, Waldenbooks, Tower Records, and Virgin Megastores. However, *Launch* can also be found at other, more general and less specialized media outlets like supermarkets and drug stores through its distribution agreement with Kable Distribution Systems.

The other pillar of financial strength for most periodicals is advertising. Here, *Launch* is also doing quite well, having pulled in over $1.2 million in ad revenue for 1996. Issue #14, according to Fiona Posell, vice president of *Launch*'s corporate communications, was its biggest issue yet in terms of ad revenues, although she declined to provide an exact figure.

HEY! WANNA BUY AN SUV?

There's no way to avoid *Launch*'s advertising—either while checking out the disc or examining its success. Indeed, a substantial amount of the media coverage of *Launch*, included in its press kit, focuses on its approach to advertising. As was pointed out several times by *Launch* execs, what has allowed it to succeed is a viable business model—and ad revenues of $1.2 million are obviously an important part of that model.

Launch's interface is a spatial cityscape-and-buildings metaphor—no pulldown menus at all, and there's no text-based selection of choices until you're deep within the content, at the levels of the record reviews or the interviews with that month's starlet.

What this obviously allows is for *Launch* to present its ads in a thematically consistent way. Many appear as billboards within the cityscape—click and you're checking the goods. Other ads are placed at lower levels, inside buildings—for example, in the lobby of the Launch Cinema you might find an ad for Butter Balls candy, or within "The Hang's" romper room you'll find an ad for band merchandise.

In addition, the QuickTime ads, along with selected editorial content, play at random as teasers on a screen, a giant virtual Jumbotron that's present in each of the topmost west and east city views.

From one issue to the next, *Launch* can easily do a bit of urban redevelopment and rearrange the elements of the cityscape somewhat to allow for new advertisers or editorial features. Advertisers can upgrade their presentation; ABC recently moved into a much nicer virtual building. Sometimes an ad will appear in several places—for example, Reebok placed a top-level cityscape-accessible ad that was also accessible from within the feature space allotted to Shaquille O'Neal, basketball and rap star.

At first, I absolutely hated both the cityscape metaphor and the jumbling together of paid advertising and editorial content. With time my reaction has mellowed a bit. Once you're familiar with the *Launch* city plan, it's both pretty obvious where stuff is—most of the layout is the same from month to month—and, generally, it's quite obvious what is advertising and what is editorial. The much-vaunted division of church and state, editorial and advertising, is one of those publishing myths that receives more lip service than actual dedication at many entertainment-oriented publications and *Launch* is no worse than many print outlets. Ultimately, *Launch*'s layout is not much different from the interspersing of ad and editorial pages in sequentially ordered print pages. The occasional ads that seem as though they might be editorial, usually for music or computer games, are segregated into different areas and are tagged as ads.

ARE WE HAVING FUN YET?

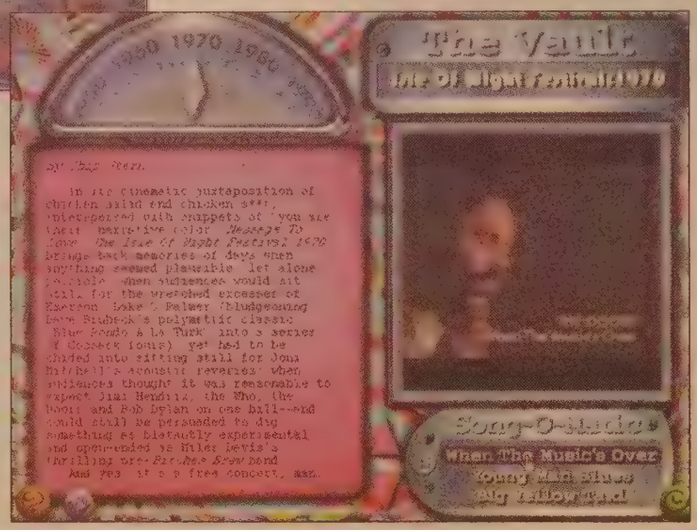
Besides that, many of the ads are more fun, more interactively innovative, than most of the editorial.

By and large, the editorial doesn't do much more than point-and-click (poick?) to get you into another screen or trigger some sound or video. The ads often go beyond that, although reportedly they're usually based on the occasional more ambitious editorial feature that is used to sell the idea.

Most notable has been the Toyota RAV4 ad, which allows the user to assemble an email postcard from various elements (including sound) of their ideal scene with the SUV and then send it to a friend via the Toyota Web site. Another ad, for Lee Jeans, involves a rather silly but amusing (very Monty Python, actually) opportunity to pull down people's pants. Probably very politically incorrect but certainly a chance to waste, I mean spend, time with the advertiser's brand in your face. Other ads, like the Butter Balls ad, might be fairly elaborate interactive animations explaining the scientific principles behind the candy, along with its incredibly important role in human history. The common denominator is that these ads are really working at holding your attention with something to do, or they give you several choices within a few minutes to keep you involved.

Now, of course, when anyone advertises, they want to know that what they're doing is reasonably effective, or at least that people are paying some sort of attention. Here is where *Launch* has something of a secret weapon. Users are encouraged to fill out a survey form, the usual stuff about income and age and so on, and then attach their tracking file and email it back to *Launch*. The tracking file contains information about how much of the disc the user has looked at and how much time he or she has spent in each place. Thus, *Launch* will know that you spent fifteen minutes making your RAV4 postcard but only five minutes pulling down people's pants for Lee—or maybe vice-versa. It's the sort of stuff that publishers and advertisers, statisticians of all kinds really, salivate over.

For now, the user has to make the explicit decision to attach the tracking file to the email, and the only coercion/enticement is the chance to win something like a new computer from Gateway, one of *Launch*'s most stalwart advertisers. What might be possible in the future, with more sophisticated networking and without the customer's consent, is obviously an issue of privacy for many and a commercial issue of simple data gathering and measuring ad effectiveness for others.



To produce these ads, *Launch* works closely with the agencies and clients. Posell explains that the concept usually comes from the agency or client, while the production of the interactive digital elements is most often done by *Launch*'s own in-house team of fifteen production staff members. The technical issues of getting the ad to work without bugs and fit into the overall content are much more easily addressed by handling the work in-house. *Launch* now uses Director as its authoring program, having replaced Apple Media Tool.

One can imagine that, from *Launch*'s point of view, it's much safer to not come up with the concept, because, with those tracking files available, the client might decide that payment should be made on the basis of time spent with the ad. For now, ad rates are based both on how many megabytes the ad takes up and on its placement within the disc.

EDITORIAL! CAN WE GET SOME EDITORIAL IN HERE?

Amusing as the ads can be, *Launch* doesn't sell itself to its users with them (although a few users are reportedly pretty eager to check out the new versions of some ads), but rather with its editorial multimedia coverage of music, movies, computer games, and some sports.

Music is perhaps the most important of these; the cardboard cover usually features a band with a banner across the top. Two issues ago it modestly urged you to "Hear" whoever's albums were reviewed, but now, more hubristically, it claims to allow you to "Interact" with whoever the interview subjects are.

Launch follows a fairly standard outline from issue to issue. There's a look at (usually) three movies, with a combination of interviews with stars and a tour behind the scenes. Two or three musical acts are interviewed in "The Hang," where "The Vibreaker" also gives you twenty or more musical reviews of current releases, along with three thirty-second sound clips. One re-released or classic album gets special review treatment in "The Vault." There are playable demos of a couple of computer games, one for Mac and one for PC, along with reviews.

Sometimes there's an additional sports feature. Usually, there's a special acoustic performance in the *Launch* studio by one of the featured artists, and sometimes a clip of a live club performance. These often also make it on to the disc as a Red-Book audio track and are exclusive to *Launch*.

Launch doesn't claim to be particularly hip or cutting edge in its content. "We want to be a general interest magazine," said executive editor Dave DiMartino in one interview. And that's certainly true—as far as I could tell all the coverage is of material that has been filtered through the entertainment industry's corporate mainstream. I can't recall any coverage of bands on independent labels, and most of the bands featured play what passes for rock these days with only minimal coverage of other genres.

One problem with this is that there's already loads of other ways to check this stuff out, from

continued on page 198

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Pentium2-266MMX	849*	999	1,249
Pentium2-233MMX	719*	869	1,119
Dual PPro-200(w/1CPU)	789*	889	1,139
PPro-200Venus	619*	769	1,019
PPro-180Venus	329*	479	729
P5-200Tucson (w/MMX Add$50)	329*	479	729
P5-166Tucson (w/MMX Add$20)	279*	429	679
P5-100Tucson	229*	379	629
P5-200Mari (w/MMX Add $50)	289*	439	689
P5-166Mari (w/MMX Add $20)	249*	399	649
P5-100Mari	299*	349	599
M2-P200MMX	209	309	539
M2-P166MMX	159	259	509
K6-233MMX	379	479	729
K6-200MMX	269	369	619
K6-166MMX	209	309	559
P5-233MMX	449	549	799
P5-200MMX	319	419	669
P5-166MMX	209	309	559
6x86-P200	139	239	489
6x86-P166	129	229	479
K5-P166	159	259	509
K5-P100	139	239	489
486DX4-100	89	189	439

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- Mini Tower with Power Supply
- Serial Mouse with Pad
- MS Window95
- CD Titles Bundles
- 104 Keyboard
- Monitor Sold Separately

P2-233MMX	$1,289
P5-233MMX	$969
P5-200MMX	$839
P5-166MMX	$729
K6-233MMX	$899
K6-200MMX	$789
K6-166MMX	$729
6x86-P200	$679
6x86-P166	$649
K5-P166	$679
K5-P133	$659
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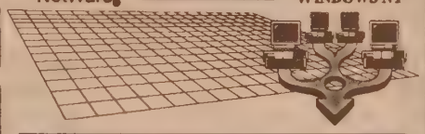

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Mystique 2MB/4MB.....99/119

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Trident
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17" 200SX/200SF.....579/629

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PC350	P166MMX/16MB/2.5GB/Win95	$1819
PC350	P166/16MB/1.6GB/6X	$1539
PC340	P166/16MB/2.5GB/Win95	$1329
PC340	P133/16MB/1.2GB/Win95	$1019
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VL5	P166/32MB/2.5GB/8X/Win NT	$2229
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656238 U	D.T	200MMX	32MB	512K	4.2GB	24X	MATROX MYSTIQUE	WIN 95	$1895
656250 U	D.T	233MMX	32MB	512K	4.2GB	24X	MATROX MYSTIQUE	WIN 95	$2079
659216 U	D.T	166MMX	32MB	512K	2 5GB	OPT	MATROX MYSTIQUE	WIN 95	$1639
659284 U	D.T	200MMX	32MB	512K	OPT	OPT	MATROX MYSTIQUE	WIN 95	$1695
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658810 U	D.T	P-II 233	32MB	512K	2.5GB	16X	S3 TRIO64	WIN 95	$2379
658812 U	D.T	P-II 233	32MB	512K	2.5GB	OPT	S3 TRIO64	WIN 95	$2089
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- PnP Ready PCI EIDE I/O on Board
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- Diamond Stealth 64 PCI w/2MB DRAM
- Mid-Tower Case w/230W P.S.
- Multimedia Speakers 80W #881
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- Windows 95 (OEM, CD-ROM Ver.) Monitor Not Included

166MMX.....$979
200MMX.....1089
233MMX.....1239

hp

PRODUCT#	CASE TYPE	CPU	RAM	MODEM FAX	HARD DISK	CD-ROM DRIVE	AUDIO	VGA	O/S	PRICE
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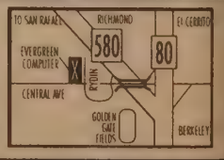

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MULTIMEDIA 101 *continued from page 194*

radio stations to record store listening posts, not to mention all those magazines that just appear in print. Another problem is that this seems to be exactly the area of the music industry that's having trouble these days, primarily because it's so played out and there's little really exciting new talent coming up. I personally would find *Launch* more valuable and interesting if it broadened its outlook and covered material that is ignored by other media outlets, instead of just being a multimedia version of the same old same old.

Generally, the interviews consist of eight or so questions that you, the user, can interactively ask the subject by clicking, which causes the subject to spring to life in a QuickTime clip. Regular readers of this column will not need to be told how poorly I think of this general technique and how much I abhor this misuse of the word "interactive."

In this case, there's an added problem in that the questions tend to be toothless and there's little sense of this being anything other than a public relations exercise; there's no sense of a critic framing the subject or putting it in any sort of context. On the other hand, the video clips often reveal more about the personalities of the subjects than any amount of polished prose. I was surprised at how ill-at-ease and dorky many of them appeared to be.

If you want prose, clicking on the Web Connection button will get you to *launchonline.com* , where there's a transcript of the complete interview. Each feature also has a screen of text introducing the subject. Suffice it to say that these are often completely throw-aways, puffing up *Launch* and sometimes, as in the case of Sarah McLachlan's Lilith Fair, dismissing the subject as being less important than *Launch*'s treatment of the subject.

The record reviews pay more attention to the power of printed words, and in many ways are the intellectual center of *Launch*. For a start, not all fawn over the product. Three 30-second clips go some way towards revealing whether your taste is in alignment with the writer's. Certainly, that's enough for you to know if you'll simply hate the album, but it's not enough to know whether you'll absolutely love it. I found it frustrating to read about tracks that weren't sampled, and I'd like to know the criteria for the samples that are used. Having done some of this kind of work myself, I know that the temptation is to put on the bits you like the most—or, if you hate the album, the very worst bits—thus coloring perceptions even further, rather than providing any objective sense of the album.

PRODUCTION AND TECHNICAL NOTES

As also noted of the titles featured in the last Multimedia 101 column, the general standards of *Launch* are quite amazingly good compared to those of a few years ago. This becomes especially obvious once you look at the titles on a fast drive with a fast processor. It really becomes a pleasurable experience rather than a merely almost-bearable one.

Launch claims to run on a Mac 68040 25MHz or a 486DX 33MHz with a 2X drive. I'm skeptical. Besides the 12X drive with 200MHz processor that I looked at it on, I also tried it on a 60MHz with 2X drive. That 60MHz experience barely got over the threshold of being worthwhile.

On the faster machine, the thing that most impressed me, relatively trivial as it is, was the way that the video on the cityscape's Jumbotrons kept running in sync as I flipped from the west to the east aspects. However, the faster machine also scrolled the type in the reviews too fast. It was the usual problem of the screen only showing about six lines at a time while the other multimedia bells and whistles, the sound and pictures of the sleeve and the artists, were taking up screen real estate and processor cycles. The slower machine could barely scroll at all while everything else was going on. Obviously one thing designers are going to have to do in the future is make text fields deeper.

The multimedia bells and whistles also seem to reduce the attention paid to text. *Launch* and *launchonline.com* suffer from some typos (including the misspelling of an artist's name), while the date given for returning the reader's survey and being eligible to win the Gateway were before that issue's publication date. I found it astounding that *Launch* ran a story on Sarah McLachlan and her Lilith Fair tour but did not have an itinerary anywhere that I could find, either online or on disc. Perhaps the tour was over by the time I looked and the information would have been irrelevant but, combined with the editorial dismissiveness towards it on the disc, it produced a slightly sour taste.

There was a reference to Miles Davis' pre-*Bitches Brew* band in a Vault record review of the Isle Of Wight Festival in 1970, but *Bitches Brew* was actually recorded a year earlier. Beyond the realm of pure words and into the world of desirable links, one issue had a story on Erykah Badu as well as a review of her album, but there was no link between the two, leading one to think that perhaps there isn't that much attention paid to the finer details of what's possible beyond the standard template.

EPG—THE BEST THING ABOUT LAUNCH!

However, all these quibbles about *Launch* faded into relative insignificance when I checked out the Manic Media interactive serial in the Binky's section. This screamingly funny animation takes a wicked look at the vicissitudes of the multimedia business from the point of view of the typical smallish multimedia shop (if there is such a thing).

Produced by EPG Media of Seattle, Manic Media skewers the still beating heart of multimedia and lays it open for inspection in a way that is both brutal and—well, no, not tender; how about bitterly funny?

Poicking around the *www.epgmedia.com* Web site quickly produces the realization that EPG has some English connections, explaining the Monty Python air to their work. It also explains the air of truth that permeates Manic Media because EPG are that archetypal "smallish multimedia shop."

In this particular case, EPG can claim credit for the *Material World* CD-ROM, but otherwise they're stuck with mostly corporate work, although the site also seems to be hyping a new show EPG have produced for the Microsoft Network. Check it out for yourself, along with their hilarious Web-based explanation of "Who Killed C. D. Romney?" It's advertainment at its finest!

The Manic Media serial began with Launch's issue #11; it would be almost worth getting those back issues for that feature alone. ■

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RESOURCES:

Launch $9.98 per issue; $35.95 for a yearly subscription
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Virtual Intrigue On The Last Express

The Making Of Brøderbund's Interactive Historical Drama

Are your eyes Mysting over waiting for *Riven*? Looking for a graphic adventure game that is more adult than *DOOM* and more sophisticated than *Duke Nukem*? One that challenges your brain and intuition instead of pulling your chain?

All aboard for *The Last Express*, Brøderbund Software's (Windows 95, DOS and Power Macintosh; 3 CD-ROM; $49) elegant excursion into international intrigue.

THE BRINK OF THE GREAT WAR

Produced by Smoking Car Productions of San Francisco, *The Last Express*' action starts in July 24, 1914 when the European states and empires were beginning to unravel from the surges of new politics and the crackling of old rivalries. Driven by the clock of real time over three days and nights, the game takes place on The Orient Express, a luxury sleeping train. The Express represented a new internationalism; its speedy route from Paris to Constantinople was unimpeded by national border crossings. Its passengers were the "jet setters" of their time.

Jordan Mechner, game designer/director, poses the question: "How did they go from prosperous peace to a terrible war that devastated a world?"

He continues: "The inspiration for this computer game was the last few days of peace before World War I broke out on that very train. The characters represent a cross-section of European society from different countries at different social levels and political philosophies. Just as a train carries you towards a destination, this train is carrying you through time and space towards a historical cataclysm."

You, the player, are Robert Cath, a young American doctor, who has jumped aboard in response to an urgent but enigmatic request from a soldier-of-fortune friend who was fatally deep in the thick of it all. It is up to you to stay in one piece and trace his role in the complex and rapidly-unfolding intrigues, plots and counter-plots playing out on the train among the various spies, counterspies, arms merchants, ingenues, soldiers and revolutionaries. A sleeping car passenger train is also a micro-community. The train moves from one place to another through constant change.

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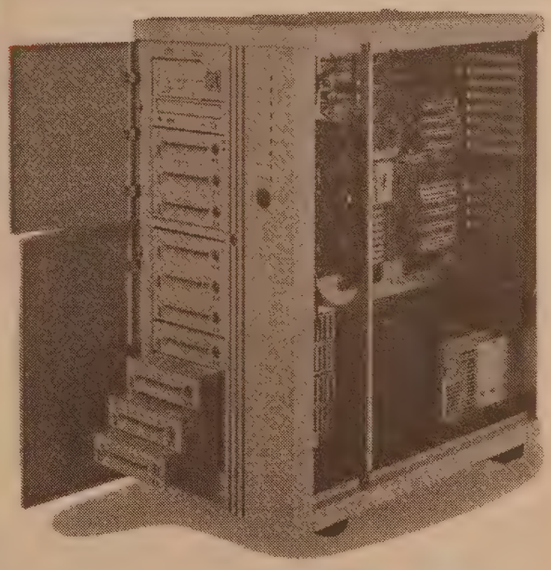

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COMIC BOOK REALISM

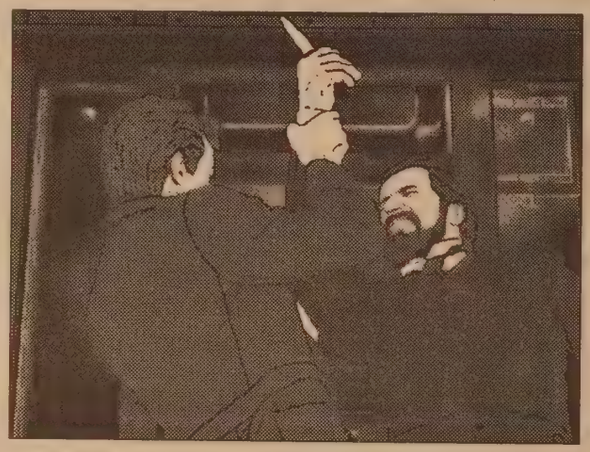
"We wanted to approximate the look of a European comic book kind of graphic realism," producer Mark Netter says. Everything, from the fully rendered backgrounds of beautiful period detail to the realistic and smoothly moving characters, is of a museum-quality level of consistent finish.

The Last Express is like a movie—a foreign film with different languages and subtitles—in that it has a linear, narrative structure with definable characters who can interact in dramatic conflict to develop a resolvable story.

It is unlike a movie in that you are free to move around at will within the virtual environment and choose to interact, or be acted upon, with the other characters. A movie describes a fixed and completed continuity, while in *The Last Express*, no two games are exactly alike.

Cartoons bypass our suspension of disbelief. When a character in *The Last Express* walks towards you in the corridor, and then passes you saying, "Pardonnez-moi!" you can feel his presence as he really looks at you. This conveys a sense of narrative intimacy that is rarely found in a computer game.

"You have real performance here," Netter says, "but the characters are sprite animation sequences. You have realistic full freedom of motion, where you can always turn around to look at different angles. You can follow other characters and see their backs as they pass you. Repetitive action cycles in animation with dissolves, like someone reading or dining, are more naturalistic and acceptable than looping live action sequences."



ROTOSCOPING

The secret of the *Express'* realistic-looking and -moving characters comes not from animation, but rotoscoping: tracing graphic images from live film or video footage, frame by frame. Characters are shot against a blue screen that keys out as blank space where graphic backgrounds and objects can be merged with the characters in the computer.

"Disney-style hand-drawn animation was not feasible," Mechner says. "The typical budget for one of their features is about $50 million,

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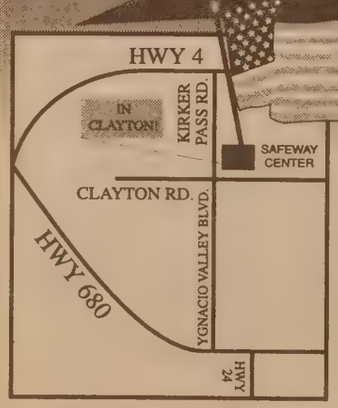

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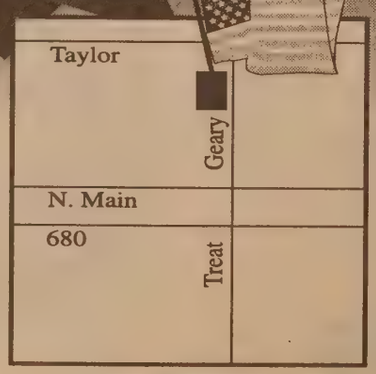

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VIRTUAL INTRIGUE ON THE LAST EXPRESS *continued...*

bulk of that going towards the animators who draw the individual frames. The budget for our entire project was $5 million, and the bulk of that went towards the programming and art work.

"That figure already makes it expensive for a computer game. The live-action blue screen production for the game came in at about $500,000, which is the low-end for what it might cost to shoot a low-budget independent feature film.

"In our story, it is a huge, almost old-fashioned David Lean (*The Bridge on the River Kwai*, 1962; *Lawrence of Arabia*, 1965) style of story with a period piece—crossing Europe, train chases, people sword-fighting on top of the train, crowd scenes, train explosions and even mysticism. If *The Last Express* were a dramatic feature film it would be a $50 million epic, so we had to do it on the cheap as an animated interactive computer game.

"Live action computer games have never been successful. There's been a spate of CD-ROMs that boast of having Hollywood-style live action, and at their best you just feel that you are watching a video on your computer in low resolution.

"I think *The Last Express* is one of the first graphic adventure games where speed is not an advantage. It doesn't (except in the bug-catching and fight sequences) reward quick reflexes. It's not based on the solving of mechanical puzzles like *Myst*, but upon your attention to details and clues and the interaction of characters and their actions. In this game, the female characters have as much importance and ambience as the male characters, if not more so."

> Designer Jordan Mechner:
> "Just as a train carries you towards a destination, this train is carrying you through time and space towards a historical cataclysm."

BLUE SCREEN DREAMS

"What fascinated me about the project, and got me to move up from Los Angeles," Netter says, "was that I felt that Jordan had developed a new grammar for the adventure game that didn't really exist before. It gave us the opportunity to use real actors and carefully cast them for face and for voice. There were over thirty-five speaking roles.

"We had a nineteen-day film shoot in 16mm in blue screen, and then I stayed on and produced it for the next two years. The idea was to avoid lip-sync entirely so that we could use different voices with different faces. There were only four actors that had the face matched by the same voice.

"Shooting live action for rotoscoping provides all the details of bodies and clothing so that all the action is very convincing. We had to get high contrast in the different parts of the costumes, and we had to have some costumes specially created so that the computer would be able to recognize contrast between parts and areas and create lines to be prepared for the artist to touch up in the computer.

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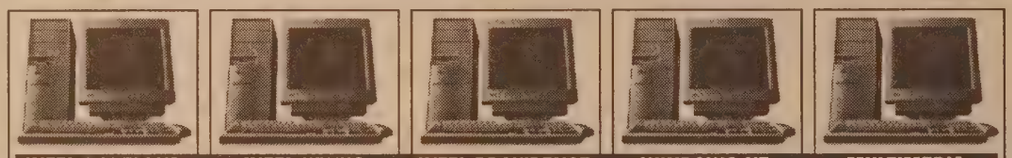

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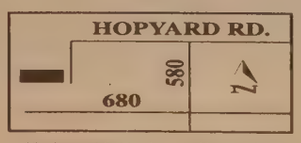

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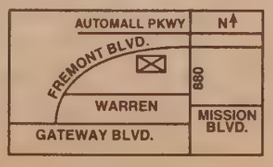

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VIRTUAL INTRIGUE ON THE LAST EXPRESS *continued...*

"In some cases, we were able to rent the right period costumes; others were constructed with non-reflective materials and with different contrast colors. All the costumes had special piping in order to create lines and contrast. We also had to do special techniques with makeup and hair in order to maintain the sense of graphic definition. The model train photography was a day shoot where we used the same techniques of heightened contrast and line. We brought in a model train expert and found a set which duplicated the look of the Orient Express."

The backgrounds are all pre-rendered. There are six tracks of constantly streaming and dynamically adjusting sound, depending on where your character is positioned in the train, to hear other characters' voices and different sound effects. The sound of the background ambience changes as you move through the train, and subtitles appear on the screen to match the voices heard when they are not in English.

BUILDING A RAILROAD

The Last Express was originally programmed on 486 machines. "We did the Microsoft trick of not giving people too fast a machine so they wouldn't outstrip the mark in the programming," Netter explains. The 3-D work and backgrounds were modeled in formZ with RenderMan on Macs with SGI cards in them. They used Adobe Photoshop and AfterEffects, and Premiere for a lot of the special effects in post-production—such as adding fire and hand-animated explosions.

Grabface, Smoking Car's proprietary rotoscoping application, is the tool that they used to turn the 40,000 or so frames of live action into cartoons one frame at a time. It takes an image that was filmed on 16mm and transferred to Exabyte tape and then streamed off onto the network. Grabface finds the areas of contrast, extracts the lines and defines the areas. The artist can then click and colorize the areas from a model sheet, and with this method can process hundreds of frames in a day.

"We are kicking around ideas for the next production," says Mechner, "and I can promise that it will be just as innovative as *The Last Express* but will be different—more in the action-adventure genre."

BOOKING THE EXPRESS

From Prima Publishing, *The Last Express: The Official Strategy Guide* (198 pp, $19.95), by Rick Barba, is the best way to deepen and expand your virtual experience while riding the digital rails of this quality graphic adventure. It provides a much more detailed historical background than the adequate manual is able to do, and offers a full illustrated walkthrough of every level, complete lists of necessary actions and wrong moves, and instructions for finding, opening and working many objects that you may encounter.

In keeping with an atmosphere where not all things are what they seem, here and there are some tips that waft astray, such as the hint to hide Kronos' briefcase full of gold in compartment A, when really it will only stay put in your own compartment No. 1.

The Best Action & Arcade Games: Strategies & Secrets, by the staff of the magazine *Computer Games Strategy Plus* (Sybex, 241 pp + Windows CD-ROM, $19.99) is a great guide for some of the most popular and interesting Windows and DOS games out there, such as *Quake, Hexen, Mech Warrior 2, Dark Forces, DOOM, Earthsiege 2, Terra Nova, Fury,* and *Magic Carpet*. With clear and complete sequential analyses of each game, its power tips include those most important to that particular game, such as providing the full location tables for *Crusader: No Remorse*. Many of the games are included on the CD-ROM as playable demos. This package can help you probe and scope before you buy, and give you that extra edge once you have booted up.

So, you've shopped wisely, got your tips in hand, and still (yow!) nothing's happening? *Computer Gaming World: Why Won't This *@X#! Game Work?* by Denny Atkin and Terry Coleman (BradyGAMES Strategy Guides, 163 pp, $19.99) is "The Indispensable Guide to Trouble-Free Gaming." Although "trouble" is the middle name of most of the PC-based action and adventure games this book addresses, you want it to be inside the game between you and an imp or a dinosaur, not between you and a patch or an upgrade. Some of the mysteries of RAM, IRQs and DMAs can rival any of the tomb or the trap door. Help is in hand here, as the authors cover subjects like hard drives, video problems, DOS and Win95 enigmas, cable connections, modem gaming and using laptops. The only thing this tome doesn't have is a holster. ■

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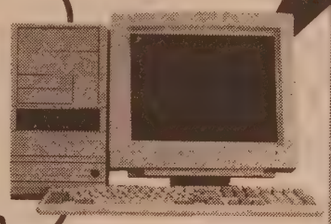
- *104-Key Enhanced Keyboard
- *Microsoft Compatible Mouse
- *Microsoft Windows 95
- *Monitor not included



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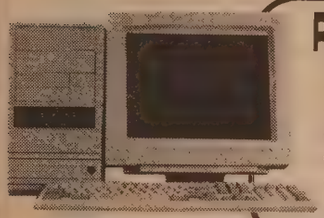

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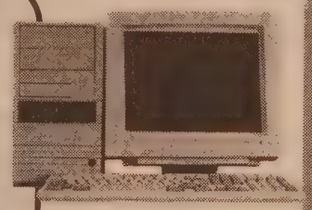
- *Mid Tower w/230W Power Supply
- *104-Key Enhanced Keyboard
- *Microsoft Mouse
- ***Microsoft Windows 95**



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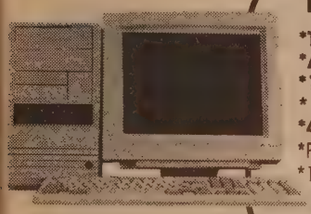

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- *PCI 2MB SVGA Video Card
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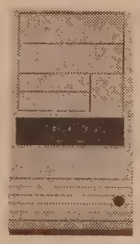

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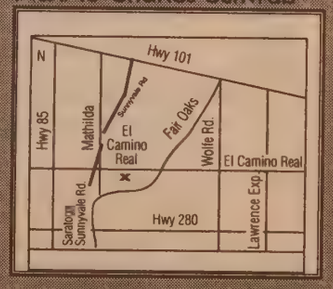

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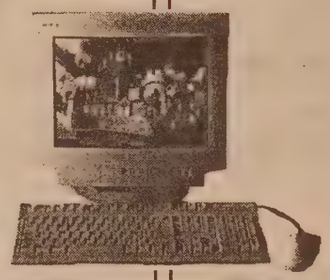

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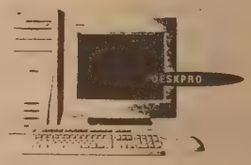

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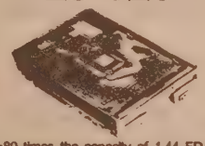

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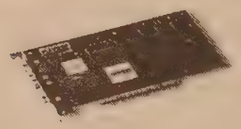

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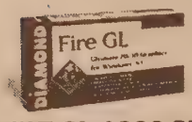

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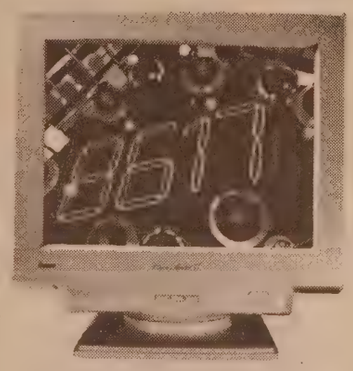

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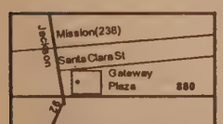

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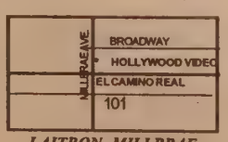

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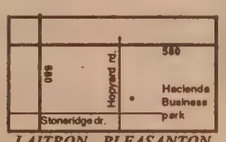

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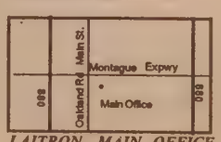

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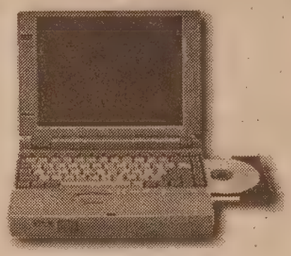

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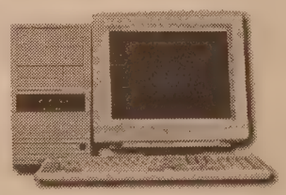

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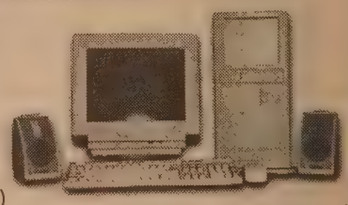

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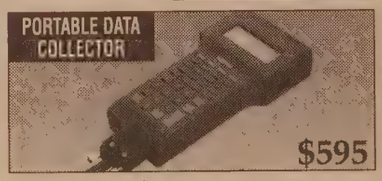

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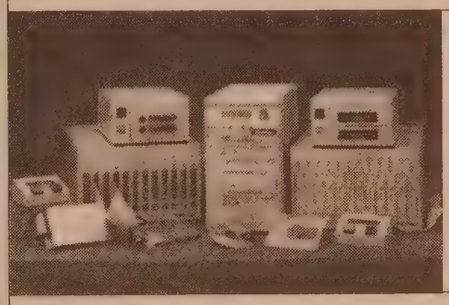

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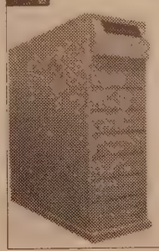

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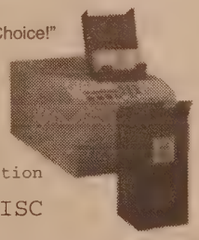

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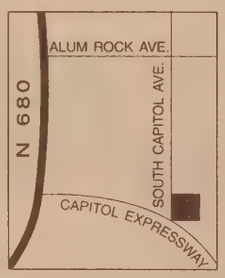

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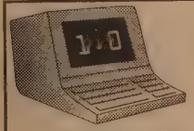

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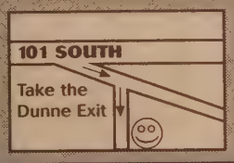

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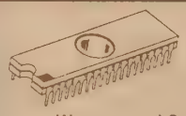

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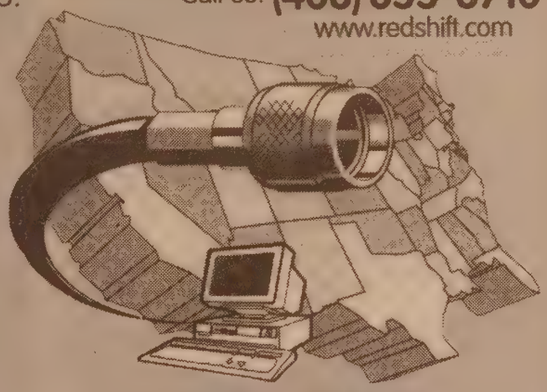

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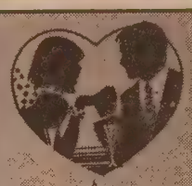

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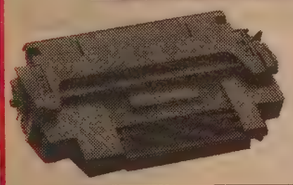

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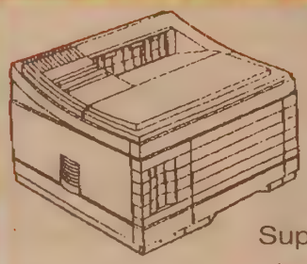

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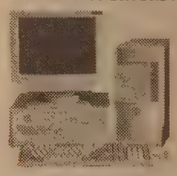

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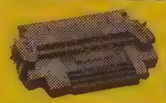

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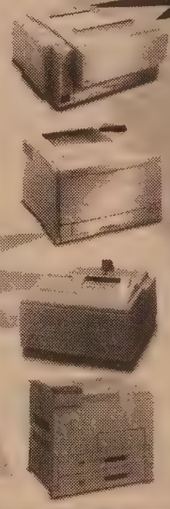

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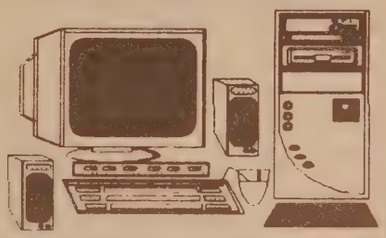

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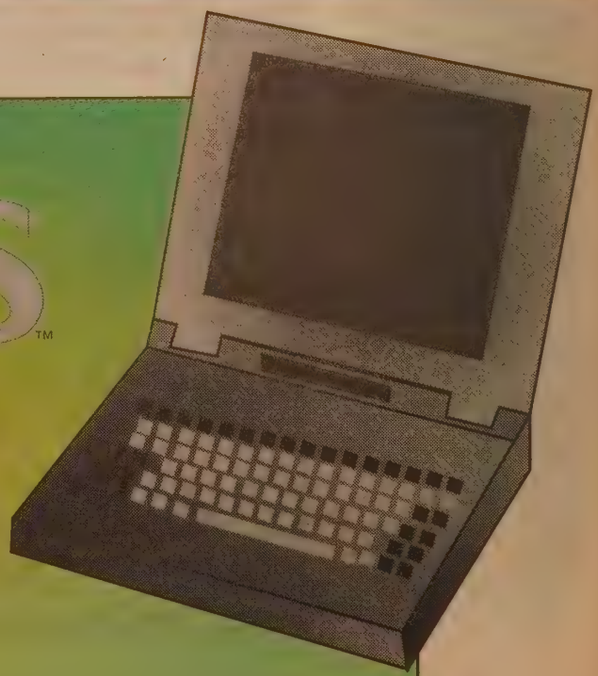

Small Office/Home Office *continued from page 62*

It might say:

"How About: 'Algae Soup + Deep Frying.' "

This could give one the idea of making a puree of green vegetables (sauté some green onions and celery in olive oil with oregano. Put on water or stock, simmer until rich. Add spinach, and cook until just blanched and very green. Blend to a fine puree, add salt and pepper to taste.) Then right at the table, drop in some fresh deep-fried shrimp toast (Remove the crust from slices of bread. On one side spread a mixture of chopped raw shrimp, a little garlic, some ginger, salt, pepper, and cornstarch to bind. Deep fry in hot oil—shrimp side first—until golden.)

But I digress...

The secret of invention is that the unlikely turns out to be useful. The idea generator gives you unlikely combinations—you need to find the use in them.

If you would like to use this code, visit the online version *(http://www.microtimes.com/170/soho.html)* of this column for the macros, and a text version of the Kelly file.

An Ally For Microsoft Product Users

While doing the research for this article, I encountered another good book from O'Reilly.

This one is *Word 97 Annoyances*, by Woody Leonhard, Lee Hudspeth and J.J. Lee. It is an expert book about software that many of us have to use, but written without that annoying tone of sycophancy that so many third-party manuals have. Leonhard and friends point out the many things that are wrong with MS Word—and they give you workarounds. A very worthwhile book. At least examine this slim volume before buying one of those 1020-page tomes you find in bookstores.

Leonhard et al. also have a free electronic newsletter, some software that extends Word (not free, though the beta is), and lots of other books they have written. Don't miss their Web site, whose address follows. ■

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RESOURCES:

Kevin Kelly
***Out of Control : The New Biology of Machines, Social Systems and the Economic World*, List: $17.00**
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The full text is at
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Online version of this column, with pointers to the code and to the Kelly file:
URL: *http://www.microtimes.com/170/soho.html*

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Raising Money On The Internet *continued on page 112*

clients who haven't known of the investing options available through venture capital or who have been intimidated by the prospect.

The Internet Investor

Technology Funding's idea of using the Internet to raise funds came as a result of new SEC interpretations on electronic commerce over the past two years, as well as a convergence between the company's traditional investor demographic and the average Internet user.

"Internet technology has been accepted by the general public as a viable vehicle for information gathering, electronic commerce, and online brokerage in particular," Brodbine says. "The people who are online today match the profile of our investors: technically and financially sophisticated."

Technology Funding seeks a minimum investment of $1,000 from qualifying applicants and plans to use the Internet for their "Technology Funding Venture Capital Fund VI" for two years or until $100 million is raised, whichever comes first. Though Brodbine admits that the method is unorthodox, she emphasizes that the investment targets for the $100 million fund are not.

"Although we raise funds quite differently than most venture capital firms, we invest the funds in the traditional manner, and we frequently co-invest with these other firms," Brodbine says. "We intend to continue to make investments in the technology sector, including information, health care, and industrial technologies. The companies in which we invest must have a high upside potential—potential to grow to a market capitalization of $100 million in five years."

Know Before You Invest

One of the major criticisms of the company's plan to raise funds via the Internet comes from fellow venture capital firms that believe the average person doesn't really understand the massive risk inherent in funding startups. Like the professional gamblers that they are, these companies see the Internet's population as unwitting newcomers to the game who could lose, and lose big, very quickly.

Agreeing that the best investor is an educated one, Technology Funding has taken steps with its Web site to ensure that their potential VCs are well-versed in the ups-and-downs of nursing a technology or company to life.

"We encourage the investor to investigate this opportunity to be sure it is suitable for his or her investment objectives," Brodbine says. "The prospectus for the fund [available on the Web site] thoroughly explains what the investor should expect from the fund. We also include 'What is Venture Capital' on our Web site, a description of how venture capital works and what the investor may expect."

Time will tell whether Technology Funding's effort will be remembered as the aforementioned "kooky idea" or as an astute utilization of the powerful communication and convenience benefits offered by the Internet. It cannot be denied that the Web's gold-rush days are currently in full swing and it, like the world of venture capital, is a boom-or-bust environment. But Technology Funding trusts that its eighteen-year history, SEC approval and the Internet's growing legitimacy will dispel potential investors' doubts.

"Our hope is that it is widely successfully," Brodbine says. "Through Technology Funding Venture Capital Fund VI, we can offer the average investor the opportunity to invest in a risk/return profile that has historically out-performed most other asset categories over the long run." ■

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Resources

Calendar Of Events

Conferences, Shows, Special Events

October

October 7–9 Data Warehouse World. Phoenix, AZ. DCI. Contact: (508)470-3880, *ConfReg@dciexpo.com*, or URL: *http://www.DCIexpo.com*.

October 8–10 Macromedia International User Conference '97. San Francisco. Contact: 1-800-287-7141, (203)840-5660, or URL: *http://ucon.macromedia.com/*.

October 9 "Intelligence, Technology, & ARTificial Society: Who or What Are We Becoming?" Featuring Thomas Dolby Robertson. San Francisco. NTT New Media Minds Forum. Contact: (415)904-7700, or URL: *http://msp.sfsu.edu*.

October 9–10 Building the Case for Internet Commerce—A Management Symposium. Washington, D.C. CommerceNet and SpaceWorks. Contact: (650)858-1936 or URL: *http://www.commerce.net/seminars*.

October 12–16 IEEE International Conference on Universal Personal Communications (ICUPC '97). San Diego. Contact: (619)534-5438, *acampora@ece.ucsd.edu*, or URL: *http://www.comsoc.org/confs/icupc/97*.

October 13–16 Microprocessor Forum '97. San Jose. Contact: 1-800-527-0288, or URL: *http://www.mdronline.com/mpf*.

October 15–17 Document Image and Information Management Forum (DIIME). Chicago, IL. Contact: 1-800-444-6243, or URL: *http://www.diime.com*.

October 15–17 Telecommuting & Home Office Exposition and Conference (THOE). San Francisco. Contact: 1-800-393-THOE, or URL: *http://www.mha.com/thoe/*.

October 18 Robert Austin Computer Show. Oakland. Robert Austin Corp. Contact: 1-800-243-7041 or URL: *http://www.robertaustin.com*.

October 18 BizFest '97. Berkeley. BMUG. Contact: (510)549-2684, ext. 210, or *colleen_miller@bmug.org*.

OCTOBER 13—ONGOING

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This fall, twenty instructors with expertise in a wide variety of fields will teach free classes at Spectrum Virtual University, an online learning center. VU's fall calendar offers a mix of courses on genealogy, writing, Internet law, home schooling, and psychology/self-help workshops. Computer classes include "Email Communication for ESL Students" and a 4-week workshop on Netscape Communicator for beginners. VU has pioneered many online learning innovations such as virtual study groups and interactive classroom bulletin boards and has taught more than 500,000 people from 128 countries by modem since 1981. New classes at VU start on the second Monday of each month; students can also join a class after it has begun. VU's fall calendar can be browsed at *http://www.vu.org/calendar.html*. Those wishing to receive a weekly newsletter of free classes and online events can subscribe at *http://www.vu.org/subscribe.html* or send an email request to *Subscribe@VU.org*. All classes on the fall calendar are free and open to the public.

OCTOBER 25—26

First Annual Vintage Computer Festival

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The first-ever public celebration of old computers, The Vintage Computer Festival is a two-day celebration of computers and their history and an opportunity to advance the field of computer collecting. The main mission of the Vintage Computer Festival is to promote the preservation of "obsolete" computers by offering attendees a chance to experience the technologies, people and stories that embody the remarkable tale of the computer revolution. The Festival will feature various speakers from the early years of the computer revolution (including Bill Fernandez, Apple Computer Employee #4), a vintage computer flea market, a vintage computer exhibition and a free drawing for a vintage Apple II, the computer credited for launching Apple Computer Inc. For more information, contact Sam Ismail at (510)294-5900, ext. 823 or URL: *http://www.siconic.com/vcf*.

October 19–22 NewTek Expo and Conference. Universal City, CA. Contact: 1-800-331-5706, *planexpos@ad.com*.

October 22 "Intelligence, Technology, & ARTificial Society: Who or What Are We Becoming? Virtual Communities and Virtual Worlds." San Francisco. NTT New Media Minds Forum. Contact: (415)904-7700, or URL: *http://msp.sfsu.edu*.

October 25–26 Vintage Computer Festival. Pleasanton. Contact: (510)294-5900, ext. 823 or URL: *http://www.siconic.com/vcf*.

October 26–29 Rational ASQ International User Conference. Boston, MA. Contact: 1-888-889-0074, *sqa@jrschuman.com*, or URL: *http://www.rational.com*.

November

November 2 Livermore Amateur Radio Klub (LARK) Swap Meet. Las Positas College, Livermore. LARK. Contact: (510)783-2803, or (510)447-3857 (eves.).

November 2–5 IEEE Military Communications Conference (MILCOM '97). Monterey. Contact: (408)756-6196, *k_lukens@lmsc.lockheed.com*, or URL: *http://www.milcom97.com*.

November 3–5 Mercury Interactive World Wide Conference 1997. Walt Disney World, FL. Contact: 1-888-222-0073, or URL: *http://www.merc-int.com*.

November 4–8 IEEE Global Telecommunications Conference (GLOBECOM '97). Phoenix, AZ. Contact: (602)581-4297, or URL: *http://www.globecom97.agcs.com*.

November 8 Robert Austin Computer Show. Oakland. Robert Austin Corp. Contact: 1-800-243-7041 or URL: *http://www.robertaustin.com*.

November 13–15 The Fifth Annual Bionomics Conference: Living With Perpetual Evolution. San Francisco. Contact: (202)218-4633, *bionom@cato.org*, or URL: *http://www.cato.org/vents/calendar.html*.

November 13–16 ISTE's Sixth International Conference on Telecommunications and Multimedia in Education (ISTE's Tel•Ed '97). Austin, TX. Contact: 1-800-280-6218, *teledreg@oregon.uoregon.edu*, or URL: *http://www.iste.org*.

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Classes, Seminars, Workshops

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October 13–16 AutoCAD R14 Advanced 2–D Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838, *TeachACAD@aol.com* , or URL: *http://www.copperconn.com* .

October 6 Director II: Custom Handlers. Berkeley. Kala Institute. Contact: (510)549-2977, or URL: *http://www.kala.org* .

October 6 Free Microsoft Exchange Presentation. San Jose. Contact: (408)281-5818.

October 6–27 Multimedia Content Development. San Francisco. SFSU Extended Education. Contact: (415)904-7700, or URL: *http://msp.sfsu.edu* .

October 6–9 Professional AutoCAD Level I. Santa Clara. The Copper Connection. Contact: (408)970-9838, *TeachACAD@aol.com* , or URL: *http://www.copperconn.com* .

October 6–October 27 Painter 2. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

October 7 Intellectual Property Rights: The Legal Essentials. San Francisco. SFSU Extended Education. Contact: (415)904-7700, or URL: *http://msp.sfsu.edu* .

October 8–29 Extreme 3D. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

October 9 Introduction to PowerPoint. Kentfield. College of Marin. Contact: (415)485-9322, or *bgwilson@marin.cc.ca.us* .

October 9–30 Painter 1. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

October 10 Demystifying Programming. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

October 10–12 Microsoft Windows NT Server 4.0. Hayward. Network Data Solutions. Contact: (510)780-0243, or URL: *http://www.n-d-s.com* .

October 12 Macintosh Extravaganza. Berkeley. Kala Institute. Contact: (510)549-2977, or URL: *http://www.kala.org* .

October 13 Free Microsoft Exchange Presentation. San Jose. Contact: (408)281-5818.

October 13–14 Object–Oriented Design in the C++ and Java Environments. San Francisco. UC Berkeley Extension. Contact: (510)642-4111.

October 14 The ABCs of Intranets. Fremont. UC Berkeley Extension. Contact: (510)642-4111.

October 14–16 Learn Microsoft Office: Beginning PowerPoint. Hayward. Network Data Solutions. Contact: (510)780-0243, or URL: *http://www.n-d-s.com* .

October 15 Using the Internet Part 4: Search Strategies. Fremont. UC Berkeley Extension. Contact: (510)642-4111.

October 15–16 Java Programming: An Intensive Introduction. San Francisco. UC Berkeley Extension. Contact: (510)642-4111.

October 16 Introduction to Excel for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

October 16–November 6 Illustrator. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

October 17 Intermediate WordPerfect for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

October 17 Introduction to Word for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

Resources

Calendar Of Events *continued...*

October 18 Intermediate Photoshop. Berkeley. Kala Institute. Contact: (510)549-2977, or URL: *http://www.kala.org*.

October 18 Multimedia Careers. San Francisco. SFSU Extended Education. Contact: (415)904-7700, or URL: *http://msp.sfsu.edu*.

October 18 Client–Side JavaScript. San Francisco. Webteksolutions. Contact: (415)287-9669, or URL: *http://www.webteksolutions.com*.

October 18 Client–Side JavaScript. San Francisco. Webteksolutions. Contact: (415)287-9669, or URL: *http://www.webteksolutions.com*.

October 18 Multimedia Careers. San Francisco. SFSU Extended Education. Contact: (415)904-7700, or URL: *http://msp.sfsu.edu*.

October 18–November 15 Java Programming. Berkeley. UC Berkeley Extension. Contact: (510)642-4111.

October 19–November 9 Color Pre–Press. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu*, or URL: *http://www.cea.edu/*.

October 20 Introduction to HTML. Berkeley. Kala Institute. Contact: (510)549-2977, or URL: *http://www.kala.org*.

October 20 Free Microsoft Exchange Presentation. San Jose. Contact: (408)281-5818.

October 20–November 10 Photoshop 2. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu*, or URL: *http://www.cea.edu/*.

October 20–22 Implementing ATM. Santa Clara. Learning Tree International. Contact: 1-800-843-8733, (703)709-9019, or URL: *http://www.learningtree.com*.

October 21 Intermediate Word for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

October 21–22 Programming Web Pages with JavaScript. Berkeley. UC Berkeley Extension. Contact: (510)642-4111.

October 22 Introduction to PowerPoint for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

October 22–November 5 Demystifying DeBabelizer. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu*, or URL: *http://www.cea.edu/*.

October 23 Intermediate Excel for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

October 25 Introduction to Illustrator. Berkeley. Kala Institute. Contact: (510)549-2977, or URL: *http://www.kala.org*.

October 25 Using the Internet Part 4: Search Strategies. San Francisco. UC Berkeley Extension. Contact: (510)642-4111.

October 27 Free Microsoft Exchange Presentation. San Jose. Contact: (408)281-5818.

October 27 AutoCAD R14 Update Workshop for R13 Users. Santa Clara. The Copper Connec-tion. Contact: (408)970-9838, *TeachACAD@aol.com*, or URL: *http://www.copperconn.com*.

October 28 Intermediate WordPerfect for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

October 28–29 AutoCAD R14 Update Workshop for R12 Users. Santa Clara. The Copper Connec-tion. Contact: (408)970-9838, *TeachACAD@aol.com*, or URL: *http://www.copperconn.com*.

October 28–30 Learn Microsoft Office: Beginning Outlook. Hayward. Network Data Solutions. Contact: (510)780-0243, or URL: *http://www.n-d-s.com*.

October 28–November 18 Visual Design 2. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu*, or URL: *http://www.cea.edu/*.

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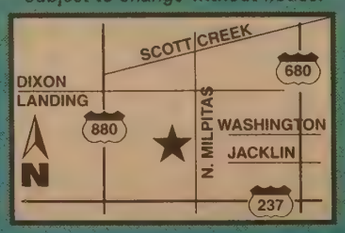

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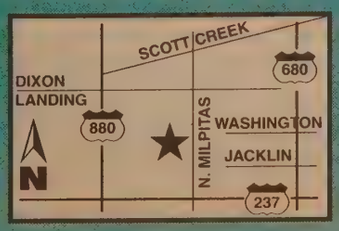

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Calendar Of Events *continued from page 235*

October 29 Introduction to Word for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

October 29–December 17 Introduction to Interactive Multimedia. San Francisco. SFSU Extended Education. Contact: (415)904-7700, or URL: *http://msp.sfsu.edu*.

October 29–November 19 Pagemaker. San Fran-cisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/*.

October 29–November 19 Painter 1. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu*, or URL: *http://www.cea.edu/*.

October 30–31 Relational and Physical Database Design Techniques. San Francisco. UC Berkeley Extension. Contact: (510)642-4111.

October 30–November 20 Photoshop 1. San Fran-cisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/*.

October 31 Introduction to PowerPoint for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

October 31–November 14 QuarkXPress 2. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/*.

November

November 1 Intro To Macintosh Class. Berkeley. Kala Institute. Contact: (510)549-2977, or URL: *http://www.kala.org*.

November 1 Overview of Multimedia. San Francisco. SFSU Extended Education. Contact: (415)904-7700, or URL: *http://msp.sfsu.edu*.

November 3 Director I: Introduction. Berkeley. Kala Institute. Contact: (510)549-2977, or URL: *http://www.kala.org*.

November 3 Free Microsoft Exchange Presentation. San Jose. Contact: (408)281-5818.

November 3 Introduction to Excel for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

November 3–17 Electric Image 1: Animation/Geometry. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/*.

November 3–24 Computer Media Fundamentals. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/*.

November 3–4 Testing New and Advanced Technologies. Fremont. UC Berkeley Extension. Contact: (510)643-1492, or URL: *http://www.unex.berkeley.edu:4243/nation*.

November 3–6 AutoCAD R14 Fundamentals Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838, *TeachACAD@aol.com* , or URL: *http://www.copperconn.com*.

November 3–December 8 Multimedia Careers Self–Assessment Workshop. San Francisco. SFSU Extended Education. Contact: (415)904-7700, or URL: *http://msp.sfsu.edu*.

November 3–December 8 Multimedia Careers Self–Assessment Workshop. San Francisco. SFSU Extended Education. Contact: (415)904-7700, or URL: *http://msp.sfsu.edu*.

November 4 Introduction to PowerPoint for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

November 4–5 Java: AWT, Beans, and Applets. San Francisco. UC Berkeley Extension. Contact: (510)642-4111.

November 4–December 9 Managing Your Mac. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/*.

November 4–7 Lotus and Domino Web Site Development. Santa Clara. Learning Tree International. Contact: 1-800-843-8733, (703)709-9019, or URL: *http://www.learningtree.com*.

November 5 Intermediate Excel for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

November 5–19 Windows. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu*, or URL: *http://www.cea.edu/*.

November 6 Intermediate Word for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

November 6–20 Interactive Authoring: Lingo 1. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/*.

November 6–7 Java: Networks, Threads, RMI, and Native Interfaces. San Francisco. UC Berkeley Extension. Contact: (510)642-4111.

November 6–8 PCB Design for Analog and RF. Santa Clara. The Copper Connection. Contact: (408)970-9838, *TeachACAD@aol.com* , or URL: *http://www.copperconn.com*.

November 6–8 PCB Design for Analpg/RF Circuits Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838, *Teach ACAD@aol.com* , or URL: *http://www.copperconn.com*.

November 6–December 4 Painter 2. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/*.

November 7 Introduction to PowerPoint for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

November 7–December 5 Color Pre–Press. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/*.

November 10 Free Microsoft Exchange Presentation. San Jose. Contact: (408)281-5818.

November 10 Introduction to Word for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

November 10–12 Utilizing Frame Relay Networks. Santa Clara. Learning Tree International. Contact: 1-800-843-8733, (703)709-9019, or URL: *http://www.learningtree.com*.

November 10–12 Java Application Design. San Francisco. UC Berkeley Extension. Contact: (510)642-4111.

November 10–13 AutoCAD R14 Advanced 2–D Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838, *TeachACAD@aol.com* , or URL: *http://www.copperconn.com*.

November 10–14 Java: Discovering Its Power. San Francisco. UC Berkeley Extension. Contact: (510)642-4111.

November 10–21 IMM Intensive. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu*, or URL: *http://www.cea.edu/*.

November 11–December 16 Director. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/*.

November 11–December 9 3D Studio Max 1. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/*.

November 12–December 10 Illustrator. San Fran-cisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/*.

November 12–December 10 QuickTime 1: Working with Digital Video and Premiere. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/*.

November 14 Introduction to Excel for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

November 15 Introduction to Photoshop. Berkeley. Kala Institute. Contact: (510)549-2977, or URL: *http://www.kala.org*.

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408

El Observador. (408)372-9054. Free Internet/Usenet. Text, humor, literature, rants, coffee, UFOs, and more. NIRVANAnet. [Exp. #172.]

Escape To Other Worlds BBS. (408)956-1745. 24 hrs., 28,800. Meet other people online through our matchmaker or online games. [Exp. #172.]

Hacker Heaven BBS. (408)375-5455. 24 hrs., DOS, CP/M, Commodore, Atari, TRS80, etc. Experimental code forum, and support for older computers. Email and more. All welcome. Free. [Exp. #171.]

415

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The Compound Eye. (415) 749-0426. Hip weirdness, no validation, free. NIRVANAnet. Sysops: Deekoo L. & Monde. [Exp. #172.]

TLC Net Server. (415)826-2116. 24 hrs., 33,600. LORD 4, games, chat, email, Telnet, FTP, PPP, POP3, Internet. [Exp. #172.]

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Camphor Fountain BBS. (510)439-0712. 24 hrs., FidoNet, Bahai'iNet, parenting, writer's club, recovery, spirituality. Since 1992. Free access. Sysop: Zaynab Richmond. [Exp. #170.]

Digital Richmond BBS. (510)231-9362. 8-N-1, 24 hrs., 28,800. Files, message nets, online games. Free. [Exp. #170.]

Dr Jack's Thing. (510) 689-4022. 42,000 adult files. Huge Midi-Wav collection. Special offer for the ladies. [Exp. #171.]

Greater Light Online. (510)741-5572, 754-6010. 24 hrs., Christian-oriented. Wildcat! 5 GUI. Files, games, message bases. Fee/free. Sysops: Michael Bryant, Beverly Reagan. [Exp. #170.]

Hypoxia BBS. (510)353-1310, 651-7328, 651-3876; URL: *http://www.geocities.com/SiliconValley/6056/hypoxia.html* . 24 hrs., 28,800. Open to Mac and PC. For the GUI client visit our Web site. Free basic access, $15/year for complete access. Sysop: Lord Lief. [Exp. #172.]

Red Dwarf BBS. (510)261-3966. 24 hrs., 300–28,800. WildNet, UFOnet, MSI SupportNet, messages, files. SciFi/RPG-based, but we offer more. All welcomed, FREE. Sysop: Earl Williams. [Exp. #171.]

The Little Village. (510) 237-5338. 8-N-1, 24 hrs., 33,600. Files, message nets, online games. Free. [Exp. #170.]

The Stage. (510)251-2431. 24 hrs., Pagan-oriented. PODSnet, Nirvana-net. Magickal library. Join the play. No validation, free. Sysop: Liana. [Exp. #172.]

& the Temple of the Screaming Electron. (510)935-5845. Full access on first call, seven lines, chat rooms, encryption, tattoos, phone info, drug questions answered, huge BBS list, NIRVANAnet, Contra Costa Net, free. [Exp. #172.]

Windows OnLine. (510) 736-8343, Telnet: WOLLY.WOLNET.COM , URL: *http://www.wolnet.com* . 8-N-1, 24 hrs., 33,600. Largest Windows BBS. Free limited trial. [Exp. #172.]

Wishing Well BBS. (510) 745-7901. up to 28,800. Over fifty-five registered online games, quality files, ANSI & RIP graphics, L.O.R.D., family board, free access! Sysop: MaryLou White. [Exp. #171.]

Bay Windows BBS. (650) 871-6965. 8-N-1, GT Power network v19. A very friendly BBS Echo Mail sponsored here, No gifs, NO handles allowed. Free BBS. Door games for caller. CD-ROM on line, large collection of shareware updated for callers to download. Sysop: Judy. [Exp. #172.]

Kill-O-Byte BBS. (650) 344-1563. 24 hrs., 2400–33,600. Online files, CD-ROMs, games, film scripts, Amiga, IBM, OS/2, Windows. Free! [Exp. #172.]

Peninsula Computer BBS. (650)571-9259. 8-N-1, 24 hrs., 2400–28,800. GT Power Network v19; email; nearly 2,000 files: DOS, OS/2, shareware, door games for callers. Sponsored by the Peninsula Computer Club. Free BBS. URL: *http://www.sirius.com/~jlo* . Sysop: Bob Wallace. [Exp. #172.]

The Benchmaster's BBS. (650)473-3980. 8-N-1, 24 hrs., 28,800. Files and messages for the Amiga computer only. Free. [Exp. #172.]

707

Monkey Glands. (707)542-5587. Linux-based system in Santa Rosa. No validation, free. Sysop: Magic Man. [Exp. #172.]

USER GROUPS

AMIGA

AWEST–Amiga Users In SF. Meetings: 2nd Wed., 6:30 pm, Excelsior Branch Public Library, 4400 Mission St. (near Ocean), San Francisco.Call: (415) 474-1164; BBS (415)441-1120. [Exp.#172.]

TOGA–The Other Group Of Amigoids. Meetings: 4th Sat., 12:30 pm, Milpitas Community Library Meeting Room, 40 N. Milpitas Blvd., Milpitas. An informal group to share ideas, PD software, and information. Free. Contact: Randy Abel, (408)356-9405 or *rabel@dsp.com* ; Warren Burnham, (408) 252-3406 or *wburn46506@aol.com* ; URL: *http://www.calweb.com/~rabel1* . [Exp.#174.]

ATARI

ABACUS–Atari Bay Area Computer Users Society. Meetings: 1st Sat., 1:00 pm, Potrero Branch Public Library, 2nd floor, 1616 20th St., San Francisco. Supporting all Atari computers and video games systems. Call: Roger Sinasohn, (415)469-7924, BBS (415)564-8062. [Exp.#174.]

San Leandro Computer Club. Meetings: 1st Tues., 8:00 pm, San Leandro Main Library, Estudillo Room, 300 Estudillo Ave. Call: Robbie, (510)797-5636. [Exp.#175.]

CAD

San Francisco 3D Studio User Group. Check Web site for location, date, subject and other information. URL: *http://www.sf3dsug.com* . [Exp.#173.]

COMMODORE

CHUG (Commodore Hayward User Group). Meetings: 2nd Sat., 2:00–4:00 pm, Palma Ceia Park Clubhouse, Hayward. Commodore 64 and 128 owners are welcome to attend. Call: (510)793-7868. [Exp.#175.]

CWEST–Commodore 64/128 Users In SF. 2nd Wed., 6:30 pm, Excelsior Branch Public Library, 4400 Mission (near Ocean), San Francisco. Call: (415) 474-1164; BBS (415)441-1120. [Exp.#172.]

Diablo Valley Commodore Users Group. Meetings: 3rd Thurs., 7:00 pm, Clayton Valley Presbyterian Church, 1578 Kirker Pass Rd., Clayton. Call: (510) 689-3224. [Exp.#174.]

FUNHUG (Fremont, Union City, Newark, Hayward User Group). Meetings: 3rd Thurs., 7:30 pm, Newark Public Library, 6300 Civic Terrace Ave., Newark. For the Commodore 64/128 computer. Call:(510)793-7868. [Exp.#174.]

IBM AND COMPATIBLES

AT&T Computer Users Group. Meetings: 1st Wed., 7:00 pm, 50 Fremont St., 40th Floor (near 1st and Mission), San Francisco. Demonstrations, technical support, informal discussion. Call: (415)885-6631. [Exp.#175.]

Berkeley PC Users Group—BPCUG. Meetings: 2nd, 3rd, and 4th Tues., 7:00 pm, Winner's Circle Systems, 2618 Telegraph Ave., Berkeley. Public domain library, newsletter, and separate Beginners Special Interest Group meeting. Contact: Mel Mann, (510) 526-4033 or *melmann@aol.com* . [Exp.#174.]

Business Operations SIG of the Software Forum. Meet-ings: 1st Thurs., 7:00 pm, Palo Alto. Free to members, $10 for non-members. Contact: Brian Tien, *brian@leansoft.com* . [Exp.#173.]

Diablo Valley User Group—DVPC. Meetings: 1st Thurs., 7:00 pm, Bank of America, Bldg. B, 2001 Clayton Rd. at Galindo, Walnut Creek. SIGs include Internet, Windows, Beginner's, Visual Basic, education/entertainment, and more. Call: Craig Peterson, (510)556-1449, *bod@dvpc.org* , or URL: *http://www.dvpc.org* . [Exp.#175.]

East Bay FOG. Meetings: 2nd Wed., 7:30 pm, Episcopal Church of St. John-in-Montclair, 1707 Gouldin Rd., Oakland. All microcomputers, MS-DOS, CP/M. Call: (510)653-2627, 8 am–10 pm. [Exp.#175.]

Golden Gate Computer Society. Meetings: 4th Mon., 7:00 pm, San Rafael Community Center, 618 B St., San Rafael. Free intro to computers class at 6:00 pm. Call: (415)454-5556, or URL: *http://www.ggcs.org* . [Exp.#170.]

Napa Valley PC Users Group. Meetings: 2nd Wed., 7:30 pm. Guests welcome. Call: Lee Schwab, (707)257-2675, *programs@nvpcug.org* , or URL: *http://nvpcug.org/* for details and location. [Exp.#174.]

PC Clubhouse. Meetings: 1st Fri., 7:30 pm, swap at 7:00 pm, Meiklejohn Hall, Room 2002 (inside 1009), CSU Hayward. Learn more about your computer. Product demos. Member help. Call: (510)538-2449, (510)276-6450, or URL: *http://www.pcc.org* . [Exp.#174.]

Peninsula Computer Club. Meetings: 2nd Thurs., 7:30 pm, 222 Laurel St., San Carlos. DOS and CP/M libraries. Call: (415)593-9981, BBS (415)571-9259, or *larryw3553@aol.com* . [Exp.#170.]

USER GROUPS continued...

San Francisco PC Users Group. Meetings: 3rd Tues., 7:30 pm, PUC Auditorium, 505 Van Ness Ave./McAllister. Presentations, Q&A sessions. Call: Jerry Stern, (415)572-1100 or 777-1332 for recorded events message. URL: *http://www.sfpcug.org/~group*. [Exp.#175.]

Stanford Palo Alto Users Group For PC (SPAUG). Meetings: final Wed., 7:30 pm, Conference Center at EPRI, 3412 Hillview, Palo Alto. All welcome. Call: Bev Altman, (415)368-9530 or 329-8252. [Exp.#172.]

INTERNATIONAL

International Macintosh Users Group (IMUG). Meetings: 3rd Thurs., 7:00 pm, Apple Computer, R&D Campus, 1 Infinite Loop, Cupertino. A forum for multilingual/multiscript computing. $2; free for IMUG members. Call: Roger Sherman, (415)859-5146. [Exp.#171.]

International Software SIG Of the Software Forum. Meetings: 4th Mon., 7:00 pm, Palo Alto. Free to members, $10 for non-members. Contact: Charlie Pfefferkorn, *charliep@crystal-media.com*. [Exp.#173.]

INTERNET

Internet Development SIG Of The Software Forum. Meetings: 4th Tues., 7:00 pm, San Francisco. Free to members, $10 for non-members. Contact:Scott Rozic, *scott@sfsoftware.com*. [Exp.#173.]

Internet SIG. Meetings: 3rd Thurs., 7:00 pm, PG&E Facility, 123 Mission St., San Francisco.Contact: Patrick Lynch, (510)482-5329, or *patl@a.crl.com*. [Exp.#170.]

Internet SIG of the Association of Database Developers (A.D.D.). Meetings: 3rd Tues., 7:00 pm, CyberWorld Cafe, 526 Folsom St., San Francisco. Contact: Patrick Lynch, (510) 482-5329, 482-5752 (fax), *patl@a.crl.com*, or URL: *http://www.well.com/user/add/cal.htm*. [Exp.#173.]

Internet SIG Of The Software Forum. Meetings: 2nd Wed., 7:00 pm, Palo Alto. Free to members, $10 for non-members. Contact: Dave McClure, *daveaslan@msn.com*. [Exp.#173.]

SVCS Internet SIG. Meetings: 1st Mon., 7:30 pm, Baker's Square Restaurant, 2910 El Camino Real, Santa Clara. Contact: URL: *http://www.svcs.org/sigs/inet.html*. [Exp.#174.]

LEGAL

SF Bar Assoc. WordPerfect User Group. Meetings: 3rd Wed. odd-numbered months, noon, 465 California St., 11th floor, Boardroom. Chair: Al Buchignani. Call: (415)421-5650. [Exp.#175.]

MACINTOSH

Association Of A32 Users. Meetings: 2nd Sat., 10:00 am–noon, Sunnyvale Community Center Arboretum, 550 E. Remington Ave. (near the corner of El Camino and Fair Oaks). A non-profit computer users group (Mac, Newton and other GUI). Q&A session; guest speakers and vendor demonstrations; shareware, freeware, and PD software disks. Call: (408) 881-0790, BBS:(408)378-8252. [Exp.#175.]

Diablo Valley Macintosh User Group (DVMUG). Meetings: 3rd Tues., 7:00 pm, Bancroft Elementary School, 2200 Parish Dr., Walnut Creek. Call: Tom Bacon, (510)945-4548 or URL: *http://www.designlink.com/dvmug*. [Exp.#175.]

TriValley Macintosh User Group (TMUG). Meetings: 3rd Tues., 7:30 pm, Sonoma School, 543 Sonoma Ave., Livermore. Q&A, DOM, vendor presentations. Book, CD, MacAcademy training libraries. Free to public. Call: Jerry, (510)830-8838. [Exp.#172.]

MISCELLANEOUS

Bay Area Interleaf Users Group (Bayleaf). Meetings: 2nd Weds., odd-numbered months, Location varies; see Web site for details. Contact: Marilyn Salyer, (415)802-2170, *msalyer@interleaf.com*, or URL: *http://www.clearlink.com/bayleaf*. [Exp.#171.]

FileMaker Pro Database Interest Group (DIG.FM). Meetings: 3rd Thurs.,7:00 pm, Claris Corp., 5201 Patrick Henry Dr., Santa Clara. Presentations, demos, and tips by and for passionate users of FileMaker Pro for both Mac and Windows. Not affiliated with Claris. Free. Contact: *info@digfm.org*, or URL: *http://www.digfm.org*. [Exp.#172.]

FoxPro 3rd Party Tools SIG. Meetings: 1st Thurs., 7:00 pm, PG&E Building, 77 Beale St., San Francisco.Contact: Barbara Paltiel, (415)345-0152. [Exp.#170.]

Marketing SIG Of The Software Forum. Meetings: 2nd Mon., 7:00 pm, Palo Alto. Free to members, $10 for non-members. Contact: Stan Trumbull, *strum@bayarea.net*. [Exp.#173.]

MS Access Peninsula User Group. Meetings: 2nd Fri., 1:00 pm, Metro Center Building, 9th floor, Foster City. All welcome from beginners to professionals. Contact: URL: *http://www.rampage.net/accdocs/sigs/htm*. [Exp.#173.]

PACGUG—Palo Alto Computer Game User Group. Now accepting members. $20/year membership fee. Contact: *kkp@accuserve.net*. [Exp.#175.]

Society for Technical Communication. Meetings: 3rd Weds., 6:00 pm, London Wine Bar, 415 Sansome St., San Francisco. For technical writers and editors. Newsletter, annual competition. Non-members, $12. Contact: (415)985-7121, URL: *http://stc.org/region8/sfc/www*. [Exp.#173.]

MULTIMEDIA

Multimedia SIG Of The Software Forum. Meetings: 4th Thurs., 7:00 pm, Cubberly Community Ctr., 4000 Middlefield Rd., Rm. H-1, Palo Alto. $10. Contact: Mike Schmit, *mschmit@compcore.com*. [Exp.#171.]

NETWORKING

EBNUG (East Bay Netware User Group). Meetings: 3rd Thurs., 6:30 pm, Bayer Auditorium, 800 Dwight Way, Berkeley. Contact: (510)705-5543; for more information, contact Andy Zutler at (408)524-2600 or *AZutler@Radiolan.com*. [Exp.#175.]

OS/2

OS/2 Bay Area User Group. Meetings: 4th Mon., 7:00 pm, Stanford Linear Accelerator Center Auditorium, 2575 Sand Hill Rd., Menlo Park. Free to members, non-members $3. Presentations, demonstrations, technical discussions.Call: (510)945-7565 ext. 100, or URL: *http://www.davebsoft.com/os2baug*. [Exp.#173.]

PARADOX

Paradox SIG of Diablo Valley PC Users Group. Meetings: 2nd Thurs., 7:30 pm, Beginners and advanced, bring your PDOX problems. Free. Contact:Bill Mero, (510)685-2484, or *kmero@ix.netcom.com*. [Exp.#170.]

PROGRAMMING LANGUAGES

Berkeley Java Users Group. Visit bjugNET to find out why we live, breathe, and speak Java. Meetings twice a month in Berkeley. Contact: *tpc@bjug.net*. [Exp.#175.]

Delphi SIG Of The Software Forum. Meetings: 2nd Weds., 7:00 pm, North Bay. Free to members, $5 for non-members. Contact: Bjarne Winkler, *nts4618086@aol.com*. [Exp.#173.]

Fox-VFP SIG of the Association of Database Developers (A.D.D.). Meetings: 1st Thurs., 7:00 pm, 124 Beale St., mezzanine level, San Francisco. Contact: Dean Lesner, (415)788-4366, *dlesner123@aol.com*, or URL: *http://www.well.com/user/add/cal.htm*. [Exp.#173.]

Java SIG of the Association of Database Developers (A.D.D.). Meetings: 1st Wed., 7:00 pm, 124 Beale St., mezzanine level, San Francisco.Contact: Mark Carranza, *mc2@surf.com*, or URL: *http://www.well.com/user/add/cal.htm*. [Exp.#173.]

Java SIG of the Software Forum. Meetings: 1st Mon., 7:00 pm, Cubberly Community Ctr., 4000 Middlefield Rd., Rm. H-1, Palo Alto. Free to members, $10 for non-members. Contact: Tom Hill, *javasig@worldware.com*. [Exp.#173.]

Visual Basic–San Francisco SIG of the Software Forum. Meetings: 3rd Thurs., 6:30 pm, San Francisco. Free to members, $10 for non-members. Contact: Bill Storage, *storage@nervenet.com*. [Exp.#173.]

Visual Basic–Silicon Valley SIG of the Software Forum. Meetings: 2nd Thurs., 6:00 pm, Palo Alto. Free to members, $10 for non-members. Call: Allan Colby, *acolby@guidex.com*. [Exp.#173.]

VRML SIG of the Software Forum. Meetings: 3rd Tues., 7:00 pm, Mountain View. Contact: Katherine Bretz, *kbretz@fsc.fujitsu.com*. [Exp.#173.]

TEXAS INSTRUMENTS

TI-99/4A. Meetings: 2nd Sat., Oakland. Need programs/hardware? Call: Fred, (510)530-8335. [Exp.#175.]

UNIX

UNIX SIG of the Software Forum. Meetings: 2nd Tues., 7:00 pm, Sunnyvale. Free to members, $10 for non-members. Contact: George Bosworth, *georgeb@netcom.com*. [Exp.#173.]

WINDOWS

Windows NT Engineering Association of Silicon Valley (NTEA). Meetings: Second Tues., 6:00 pm, Santa Clara County Office of Education building, 1290 Ridder Park Dr., San Jose. Idea exchange, new technology, job opportunities. Contact: (408)437-8803. [Exp.#172.]

Is Your Listing Missing?

Free user group and association listings are limited to the group's name, meeting information, contact name and phone number, and a ten-word description. They will be **deleted at six-month intervals** to ensure timeliness and accuracy of information.

Free BBS listings are limited to the board's name, phone number, hours, baud rates, parameters, and a ten-word description. Please let our readers know if your BBS is free or requires a fee. Because we have an ongoing problem of boards shutting down without telling us, much to the annoyance of would-be callers and the new phone number's owner alike, we will **delete these listings after they've run three months.** The notice at the end of the listing—Exp. #xxx—refers to the last issue number it will appear in unless renewed.

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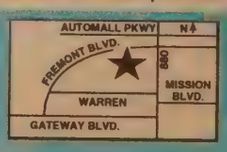

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Universal Network Products
USM Distributors
W&K International

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Cupertino
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Domino Computer Self Service Centers
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Acer Factory Outlet
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AMT International
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Benitek Computers
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Chicotec
Cisco Systems
Computown
Control Memory
Domino Computer Self Service Centers
Essex Portable Solutions
First Internet Alliance
For U Computers
Golden Gate Computer
Laitron Computers
LANOP
Micro Sonic Computer
Multi Micro Systems
Paramount
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RIX Technology
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Tegam International
Truecomp America
WIT International

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Callan Corp.
Central Computer
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CPU & Memory Exchange Club
Cypress Computer
Domino Computer Self Service Centers
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Mini Micro Supply
Multi Micro Systems
Now Electronics
Office Pro Systems
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Tegam International

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Domino Computer Self Service Center

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Cotati
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Pentium II-266 (Asus M/B) ATX.....2848
Pentium II-233 (Asus M/B) ATX.....2798
Pentium II-266 (Intel Portland) ATX.....2828
Pentium II-233 (Intel Portland) ATX.....2798
Dual PP-200 (Super Micro) w/1cpu.....2728
PP-200 (Super Micro).....2648
PP-200 (Intel Venus) ATX.....2548
MMX-P233/512K (Intel Anchorage) ATX...2498
MMX-P200/512K (Intel Anchorage) ATX...2398
MMX-P233/512K (Intel Tucson) ATX.....2488
MMX-P166/512K (Intel Tucson) ATX.....2378
MMX-P233/256K (Super Micro).....2448
MMX-P200/256K (Super Micro).....2338
MMX-P233/512K (Intel Triton TX).....2398
MMX-P200/512K (Intel Triton TX).....2288

Upgrades

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intel inside

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Pentium II-266 (Asus M/B) ATX.....2268
Pentium II-233 (Asus M/B) ATX.....2168
Pentium II-266 (Intel Portland) ATX.....2248
Pentium II-233 (Intel Portland) ATX.....2148
Dual PP-200 (Super Micro) w/1CPU.....2148
PP-200 (Intel Venus) ATX.....1998
PP-180 (Intel Venus) ATX.....1718
MMX-P233/512K (Intel Anchorage) ATX.1968
MMX-P200/512K (Intel Anchorage) ATX.1848
MMX-P166/512K (Intel Anchorage) ATX.1748
MMX-P233/512K (Intel Lonetree) ATX1948
MMX-P200/512K (Intel Lonetree) ATX1828
MMX-P166/512K (Intel Lonetree) ATX1728
MMX-P233/512K (Asus TX 97).....1898
MMX-P200/512K (Asus TX 97).....1778
MMX-P166/512K (Asus TX 97).....1678

Upgrades

- Microsoft Office Professional.....178
- Windows NT 4.0 10 Client Server.....598

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Pentium II-233 (Asus M/B) ATX.....1788
Pentium II-266 (Intel Portland) ATX.....1868
Pentium II-233 (Intel Portland) ATX.....1768
MMX-P233/512K (Intel Tucson) ATX.....1588
MMX-P200/512K (Intel Tucson) ATX.....1468
MMX-P166/512K (Intel Tucson) ATX.....1368
MMX-P233/512K (Super Micro).....1488
MMX-P200/512K (Super Micro).....1378
MMX-P166/256K (Super Micro).....1278
MMX-P233/512K (Intel Triton TX).....1438
MMX-P200/512K (Intel Triton TX).....1318
MMX-P166/512K (Intel Triton TX).....1218
AMD K6-233/512K (Intel Triton TX).....1388
AMD K6-200/512K (Intel Triton TX).....1278
AMD K6-166/512K (Intel Triton TX).....1218

Upgrades

- Microsoft Office Professional.....178
- Windows NT 4.0 5 Client Server.....448

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MMX-P200/512K (Intel Triton TX).....1088
MMX-P166/512K (Intel Triton TX).....988
AMD K6-233/512K (Intel Triton TX).....1158
AMD K6-200/512K (Intel Triton TX).....1038
AMD K6-166/512K (Intel Triton TX).....978
P5-200/256K (Intel Triton VX).....1038
P5-166/256K (Intel Triton VX).....968
P5-150/256K (Intel Triton VX).....928
6X86-P200+/512K (Intel Triton TX).....908
6X86-P166+/256K (Intel Triton VX).....888
AMD K5-P166/256K (Intel Triton VX)...928
AMD K5-P90/256K (Intel Triton VX).....888

Upgrades

- Microsoft Office Professional.....178
- Windows NT 4.0 WorkStation.....144

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			SEE PAGES 3 & 4 OF OUR AD FOR ALL OF OUR UPGRADE PRICES							
PENTIUM II-300 (ASUS M/B) ATX	$248	$1148	N/A	N/A	$1398	$1508	N/A	N/A	$1658	$1818
PENTIUM II-266 (ASUS M/B) ATX	228	818	N/A	N/A	1068	1178	N/A	N/A	1328	1488
PENTIUM II-266 (INTEL PORTLAND M/B) ATX	208	798	N/A	N/A	1048	1158	N/A	N/A	1308	1468
PENTIUM II-233 (INTEL PORTLAND M/B) ATX	208	688	N/A	N/A	938	1048	N/A	N/A	1198	1358
DUAL PP-200C (SUPER MICRO M/B) w/ 1 CPU	288	748	$898	$918	958	1058	$1108	$1138	1218	1368
PP-200C (SUPER MICRO M/B)	228	668	818	838	878	978	1028	1058	1138	1288
PP-180C (SUPER MICRO M/B)	228	388	538	558	598	698	748	778	858	1008
PP-200C (INTEL VENUS M/B) ATX	118	578	748	768	808	908	958	988	1068	1218
MMX-P233/512K (Intel Lonetree M/B) ATX (Anchorage: +$10)	168	538	N/A	N/A	788	908	N/A	N/A	1048	1218
MMX-P200/512K (Intel Lonetree M/B) ATX (Anchorage: +$10)	168	418	N/A	N/A	668	788	N/A	N/A	928	1098
MMX-P166/512K (Intel Lonetree M/B) ATX (Anchorage: +$10)	168	318	N/A	N/A	568	688	N/A	N/A	828	998
P5-200C (INTEL MARL M/B) ATX (Tucson: +$70)	108	318	488	508	548	648	698	728	808	958
P5-166C (INTEL MARL M/B) ATX (Tucson: +$70)	108	248	418	438	478	578	628	658	738	888
P5-150C (INTEL MARL M/B) ATX (Tucson: +$70)	108	208	378	398	438	538	588	618	698	848
MMX-P233/256K (SUPER MICRO M/B)	124	488	618	638	678	778	828	858	938	1088
MMX-P200/256K (SUPER MICRO M/B)	124	368	498	518	558	658	708	738	818	968
MMX-P166/256K (SUPER MICRO M/B)	124	268	398	418	458	558	608	638	718	868
MMX-P233/512K (ASUS VX97 M/B) (ASUS TX97: +$60)	98	468	598	618	658	758	808	838	918	1068
MMX-P200/512K (ASUS VX97 M/B) (ASUS TX97: +$60)	98	348	478	498	538	638	688	718	798	948
MMX-P166/512K (ASUS VX97 M/B) (ASUS TX97: +$60)	98	248	378	398	438	538	588	618	698	848
P5-150/512K (ASUS VX97 M/B)	98	198	328	348	388	488	538	568	648	798
MMX-P233/512K (INTEL TRITON TX)	88	448	578	598	638	738	788	818	898	1048
MMX-P200/512K (INTEL TRITON TX)	88	328	458	478	518	618	668	698	778	928
MMX-P166/512K (INTEL TRITON TX)	88	228	358	378	418	518	568	598	678	828
AMD K6-P233/512K (INTEL TRITON TX)	88	398	528	548	588	688	738	768	848	998
AMD K6-P200/512K (INTEL TRITON TX)	88	288	418	438	478	578	628	658	738	888
AMD K6-P166/512K (INTEL TRITON TX)	88	218	348	368	408	508	558	588	668	818
P5-200C (INTEL TRITON VX)	62	268	398	418	458	558	608	638	718	868
P5-166C (INTEL TRITON VX)	62	198	328	348	388	488	538	568	648	798
P5-150C (INTEL TRITON VX)	62	158	288	308	348	448	498	528	608	758
6X86-P200+/512K (INTEL TRITON TX)	88	148	278	298	338	438	488	518	598	748
6X86-P166+ (INTEL TRITON VX)	62	128	258	278	318	418	468	498	578	728
AMD K5-166C (INTEL TRITON VX)	62	158	288	308	348	448	498	528	608	758
AMD K5-133C (INTEL TRITON VX)	62	138	268	288	328	428	478	508	588	738
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AMD K6-200/512K (Intel Triton TX)....798
P5-200/256K (Intel Triton VX) 788
P5-166/256K (Intel Triton VX) 718
P5-150/256K (Intel Triton VX) 678
6X86-P200+/512K (Intel Triton TX) ..668
6X86-P166+/256K (Intel Triton VX)..648
AMD K5-P166/256K (Intel Triton VX).678
AMD K5-P133/256K (Intel Triton VX).668
AMD K5-P90/256K (Intel Triton VX) .638

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- Deluxe 60W Speakers
- TEAC 1.44MB 3.5" Floppy Drive
- Mitsumi Keyboard for Windows 95
- Medium Tower Case w/Power Supply
- Free Microsoft Windows 95 and Mouse
- Free CD Deluxe Pack
- Monitor Sold Separately (please see next page)

intel inside

MMX-P233/512K (Intel Tucson) ATX 1178
MMX-P200/512K (Intel Tucson) ATX 1058
MMX-P233/256K (Super Micro).....1098
MMX-P200/256K (Super Micro).....978
MMX-P166/256K (Super Micro).....878
MMX-P233/512K (Intel Triton TX)...1058
MMX-P200/512K (Intel Triton TX).....938
MMX-P166/512K (Intel Triton TX).....838
P5-166/512K (Intel Triton TX) 828
P5-150/512K (Intel Triton TX) 788

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- TEAC 1.44MB 3.5" Floppy Drive
- Keytronics Keyboard for Windows 95
- Medium Tower Case or w/Power Supply
- Free Microsoft Windows 95 and Mouse
- Free CD Deluxe Pack
- Monitor Sold Separately (please see next page)

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Pentium II-300 (Asus M/B) ATX 2098
Pentium II-266 (Asus M/B) ATX 1798
Pentium II-233 (Asus M/B) ATX 1698
Pentium II-266 (Intel Portland) ATX....$1758
Pentium II-233 (Intel Portland) ATX.....1658
MMX-P233/512K (Intel Lonetree) ATX 1478
MMX-P200/512K (Intel Lonetree) ATX 1358
MMX-P233/256K (Asus TX 97).....1418
MMX-P200/256K (Asus TX 97).....1298
MMX-P166/256K (Asus TX 97).....1198

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- 32MB EDO RAM (64MB: Add $Call)
- 4.3GB EIDE Hard Drive (6.4GB: Add $110)
- 24X CD-ROM
- ATI Pro Turbo 8MB
- US Robotics 56.6 Fax Modem (Internet Ready)
- Sound Blaster AWE 64 or Yamaha Sound
- Yamaha Speakers
- TEAC 1.44MB 3.5" Floppy Drive
- Keytronics Keyboard for Windows 95
- Medium Tower Case or w/Power Supply
- Free Microsoft Windows 95 and Mouse
- Free CD Deluxe Pack
- Monitor Sold Separately (please see next page)

intel inside

Pentium II-300 (Asus M/B) ATX 2248
Pentium II-266 (Asus M/B) ATX 1928
Pentium II-233 (Asus M/B) ATX 1828
Pentium II-266 (Intel Portland) ATX....$1888
Pentium II-233 (Intel Portland) ATX.....1788
MMX-P233/512K (Intel Anchorage) ATX 1618
MMX-P200/512K (Intel Anchorage) ATX 1498
MMX-P166/512K (Intel Anchorage) ATX 1398
PP-200 (Intel Venus) ATX.....1648
PP-180 (Intel Venus) ATX.....1368

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2842 VLB (SCSI) 78
2940 / 2940U PCI (SCSI) ..... 154 / 163
2940UW PCI (SCSI) 185

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SCSI 4.0GB / 9.0GB ..... 338 / 978
FUJITSU IDE 1.7GB / 2.0GB ..... 140 / 164
JTS IDE 1.0GB / 1.2GB ..... 108 / 118
JTS IDE 1.7GB / 2.0GB ..... 138 / 148
MAXTOR IDE 2.5GB/4.3GB/7.0GB ... 166/244/418
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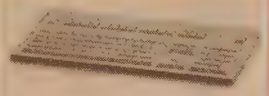

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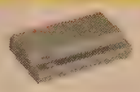

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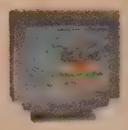

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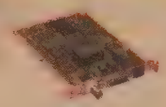

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- **32MB EDO RAM** (64MB: +$Call)
- **4.3GB EIDE** (6.4GB: +$10)
- **24X CD-ROM**
- **US Robotics 56.6 Internal Fax Modem (Internet Ready)**
- **Diamond 3D 3000 4MB**
- Sound Blaster AWE64 Value or Yamaha Sound
- Yamaha Speakers
- TEAC 1.44MB 3.5" Floppy Drive
- Mid Tower Case with Power Supply
- Keytronics Keyboard for Windows 95
- Microsoft Mouse with Pad
- Free Microsoft Windows 95
- **Free CD Deluxe Pack**
- CTX PL700 17" Monitor

intel inside

Pentium II-300 (Asus M/B) ATX	$2568
Pentium II-266 (Asus M/B) ATX	$2268
Pentium II-233 (Asus M/B) ATX	$2168
Pentium II-266 (Intel Portland) ATX	$2248
Pentium II-233 (Intel Portland) ATX	$2148
Dual PII-200 (Super Micro) w/1 CPU	$2168
PP-300 (Intel Venus) ATX	$1998
MMX-P233/512K (Intel Lonetree) ATX	$1948
MMX-P200/512K (Intel Lonetree) ATX	$1828
MMX-P166/512K (Intel Lonetree) ATX	$1728
MMX-P233/512K (Asus TX 97)	$1898
MMX-P200/512K (Asus TX 97)	$1778
MMX-P166/512K (Asus TX 97)	$1678
MMX-P233/512K (Intel Anchorage) ATX	$1968
MMX-P200/512K (Intel Anchorage) ATX	$1848
MMX-P166/512K (Intel Anchorage) ATX	$1748

(16MB/2.0GB/16X/56.6)

- **16MB EDO RAM** (32MB/64MB: Add $50/$140)
- **2.0GB EIDE** (4.3GB: Add $60)
- **16X CD-ROM** (24X: Add $30)
- **56.6 Internal Fax Modem w/Voice** (US Robotics 56.6: +$50) Internet Ready
- **ATI Expression Plus 2MB**
- Sound Blaster AWE 64 or Yamaha Sound
- High Performance 180W Speakers
- TEAC 1.44MB 3.5" Floppy Drive
- Mid Tower or AT Case with Power Supply
- Keytronics Keyboard for Windows 95
- Microsoft Mouse with Pad
- Free Microsoft Windows 95
- **Free CD Deluxe Pack**
- MAG DJ530 15" Monitor

Internet Ready!

Pentium II-300 (Asus M/B) ATX	$2198
Pentium II-266 (Asus M/B) ATX	1868
Pentium II-266 (Intel Portland) ATX	1868
Pentium II-233 (Intel Portland) ATX	1748
MMX-P233/512K (Intel Tucson) ATX	1588
MMX-P200/512K (Intel Tucson) ATX	1448
MMX-P233/256K (Super Micro)	1448
MMX-P200/256K (Super Micro)	1378
MMX-P166/256K (Super Micro)	1278
AMD K6-233/512K (Intel Triton TX)	1388
AMD K6-200/512K (Intel Triton TX)	1278
AMD K6-166/512K (Intel Triton TX)	1218
MMX-P233/512K (Intel Triton TX)	1488
MMX-P200/512K (Intel Triton TX)	1318
MMX-P166/512K (Intel Triton TX)	1218

(16MB/1.2GB/16X/33.6)

- **16MB RAM** (32MB/64MB: +$50/140)
- **1.2GB EIDE**(2.0GB/4.3GB:+$40/$90)
- **16X CD-ROM** (24X: Add $30)
- **33.6 Internal Fax Modem w/voice** (56.6 w/Voice: +$40) Internet Ready
- **Diamond Stealth or ATI w/1MB**
- PCI IDE with I/O
- Sound Blaster 16 PNP & 80W Speakers
- TEAC 1.44MB 3.5" Floppy Drive
- Mid Tower Case with Power Supply
- Keytronics Keyboard for Windows 95
- Free Mouse with Pad
- Free Microsoft Windows 95
- **Free CD Deluxe Pack**
- 15" 1024x768 Monitor

Internet Ready!

MMX-P233/256K (Super Micro)	$1348
MMX-P200/256K (Super Micro)	1198
MMX-P166/256K (Super Micro)	1098
MMX-P233/512K (Intel Triton TX)	1398
MMX-P200/512K (Intel Triton TX)	1288
MMX-P166/512K (Intel Triton TX)	1188
AMD K6-233/512K (Intel Triton TX)	1188
AMD K6-200/512K (Intel Triton TX)	1038
AMD K6-166/512K (Intel Triton TX)	978
P5-200/256K (Intel Triton VX)	788
P5-166/256K (Intel Triton VX)	698
K6-166-P200+/512K (Intel Triton TX)	848
MMX-P166+/256K (Intel Triton VX)	698
AMD K5-P166/256K (Intel Triton VX)	678
AMD K5-P90/256K (Intel Triton VX)	598

STANDARD CONFIGURATIONS

- 16MB RAM (please see upgrades)
- 2.1GB HDD (please see upgrades)
- 20-Speed CD-ROM
- 1.44 Floppy Drive
- 2MB Display Memory
- Built-In Pointing Device
- 32-Bit PCI Bus
- Built-in Sound Card and Speaker
- NIMH Battery
- One Type III or Two Type II PCMCIA Slots
- FREE DOS 6.x
- Mini Docking Station Option

Business Lease Available

HI-TECH CD-ROM NOTEBOOKS	Dual Scan Color (12.1")	Active Matrix Color (12.1")	Active Matrix Color (13.3")
P5-166	$1828	$2328	$2938
P5-200	$1898	$2398	$3008
MMX-166	$1838	$2338	$2948
MMX-200	$1938	$2438	$3048
MMX-233	$2058	$2558	$3168

HI-TECH EXTRA VALUE UPGRADES

- To 24MB / 32MB ..... Add $70 / 140
- To 48MB / 80MB ..... Add $260 / 600
- PCMCIA Fax Modem 33.6 w/Y.34 ..... Add $140
- PCMCIA LAN Adapter (10Base-T & Twist) ..... Add $110
- Extra Battery Pak NiMH / 57.6W ..... Add $90 / 220
- AC Adapter ..... Add $80
- Mini Docking Station ..... Add $420
- Windows NT 4.0 CD ..... Add $220

SUPER SALE

16MB-4x32 (72 Pin) Memory $49
- 4MB-4x3 (30-Pin) $16
- 32MB-8x32 (EDO) $94

SUPER SALE

Fax Modem 33.6w/V.34 Int $42
- Fax Modem 33.6 w/voice Int $46
- Fax Modem 56.6 w/voice Int $82

SUPER SALE

US Robotics 33.6 Data FM Int (Bulk) $79
- Sportster 33.6 Data FM w/voice Int (Bulk) ... $92
- Sportster 56.6 Fax Modem Int (Bulk) $138

SUPER SALE

1.0GB EIDE Hard Drive $114
- 2.0GB EIDE Hard Drive $154
- 4.3GB EIDE Hard Drive $208

MOTHERBOARD w/CPU

486DX4-100/256K PCI-VLB $108
- 6X86-P166+/256K PCI (Triton VX) $138
- 6X86-P200+/256K PCI (Triton TX) $148

TRITON TX M/B + CPU

MMX-P166/512K (Triton TX) $228
- MMX-P200/512K (Triton TX) $328
- MMX-P233/512K (Triton TX) $448

PENTIUM II M/B + CPU

Pentium II-233 (Intel Portland) ATX ..$628
- Pentium II-266 (Intel Portland) ATX $798
- Pentium II-300 (Asus) ATX $1148

INTEL ANCHORAGE M/B +CPU

MMX-P166/512K (Anchorage) ATX ..$328
- MMX-P200/512K (Anchorage) ATX $428
- MMX-P233/512K (Anchorage) ATX $548

SUPER SALE

Teac 24X CD-Rom IDE Int $82
- Mitsumi 16X CD-Rom IDE Int 73
- Toshiba 15X CD-Rom SCSI Int $134

SUPER SALE

Diamond Edge 3D 2MB $29
- Diamond Stealth 3D 2000 PCI 2MB $48
- Matrox Mystique 220 2MB (Bulk) $96

SUPER SALE

Viewsonic E655 15" Monitor $268
- Viewsonic G771 17" $508
- Viewsonic P815 21" $1,398

SUPER SALE

Sony 100SX 15" Monitor $323
- MAG 710V² 17" $454
- Nanao T2-17 ..... $847

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P6KDI/S-233~300+,Dual P-II,5xPCI/3xISA/Raid,2940UW/2xUIDE/IO,4xDim,USB,ATX	$ 475
P6KDI-233~300+,Dual P-II,5xPCI/3xISA/Raid,2xUltra/IDE/IO,4xDim,USB,ATX,AMI	$ 329
P6KPI/S-233~300+,P-II,4xPCI/4xISA/Raid,2940UW/2xUltra/IDE/IO,4x72/2xDimm,ATX	$ 349
P6KPI-233~300+,4xPCI/4xISA,2xUltra/IDE/IO,2S/1P,4x72/2xDimm(5V),AMI,USB,ATX	$ 235
P6NDP-150~200Mhz,Dual/Pro,Natoma,4xPCI/4xEISA/Raid,2940UW SCSI/IO,2S/1P,AMI.	$ 645
P6NPI/S-150~200Mhz,P-Pro,Natoma,4xPCI/Raid/4xISA,2940UW SCSI,2xIDE/IO,ATX	$ 275
P6NPI-150~200Mhz, P-Pro,Natoma,4xPCI/4xISA,2xIDE/IO,2S/1P,4x72-pin,USB,ATX	$ 175
P54TXI/S-200MMX/K5/K6,TritonTX,512K,4xPCI/3xISA,2940UW/UIDE/IO,2S/1P,ATX	$ 255
P54TXI-75~200MMX/K5/K6,Triton TX,512K,4xPCI/4xISA,2xIDE/IO,2S/1P,4x72,AMI,ATX.	$ 135
Adaptec RAID ARO-1130,PCI-to-SCSI MultiChannel Array Adapters (Raid 0,1,5),w/Kit	$ 239

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P6DLS-233~300Mhz,Dual P-II,440LX,4xPCI3xISA,2940UW/IDE/IO,2S/1P,USB,Full ATX	$ 498
P6DKF-233~300+Mhz,Dual P-II,440FX,5xPCI/4xISA,2xIDE/IO,2S/1P,AMI,USB,Full AT	$ 345
P6DKS-233~300+Mhz,Dual P-II,440FX,4xPCI/4xISA,2940UW/2xIDE/IO,2S/1P,Full ATX.	$ 379
P6SKS-233~300+Mhz,P-II,440FX,4xPCI/4xISA,2940UW/2xIDE/IO,2S/1P,USB,Full ATX	$ 319
P6SKEII-233~300+Mhz,P-II,440FX,4xPCI/4xISA,2xIDE/IO,2S/1P,USB,6x72-pin,Full ATX	$ 225
P6SNEII-233~300+Mhz,P-II,440FX,5xPCI/4xISA,2xIDE/IO,2S/1P,6x72-pin,AMI,Baby AT	$ 219
P6DNH-150~200Mhz,Dual/Pro,Natoma,8xPCI/3xISA,2xIDE/IO,2S/1P,8x72-pin,Full AT	$ 609
P6DNF-150~200Mhz,Dual/Pro,Natoma,4xPCI/4xISA,2xIDE/IO,2S/1P,8x72-pin,Full AT	$ 329
P6DNE-150~200Mhz,Pent/Pro,Natoma,4xPCI/4xISA,2xIDE/IO,2S/1P,6x72-pin,baby AT	$ 298
P6SNS-150~200Mhz,Pro,Natoma,4xPCI/3xISA,2940UW/SCSI,2xIDE/IO,2S/1P,baby AT	$ 287
P6SNE-150~200Mhz,Pent/Pro,Natoma,5xPCI/4xISA,2xIDE/IO,2S/1P,6x72-pin,AMI,AT	$ 225
P5MMS98-75~200MMX/K5/K6,430TX,4xPCI/4xISA,2xIDE/IO,2S/1P,4x72-in/2xDimm,AT.	$ 169
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S-1682D-233~300Mhz,Dual P-II,440FX,5xPCI/3xISA,2xIDE/IO,2S/1P,8x72pin,ATX,AMI	$ 285
S-1680S-233~300Mhz,Pentium-II,440FX,5xPCI/4xISA,2xIDE/IO,2S/1P,8x72,AMI,AT	$ 239
S-1686S-233~300+,Pentium-II,440FX,5xPCI/4xISA,2xIDE/IO,2S/1P,8x72,USB,ATX	$ 215
S-1662D-150~200Mhz,Dual/Pro,Natoma,5xPCI/3xISA,2xIDE/IO,2S/1P,8x72,AT	$ 298
S-1662S-150~200Mhz,Single Pro,Natoma,5xPCI/3xISA,2xIDE/IO,2S/1P,8x72,AT	$ 225
S-1564D-75~200MMX,Dual/P,TritonII,512K,4xPCI/5xISA,2xIDE/IO,2S/1P,8x72,AT	$ 198
S-1564S-75~200MMX,Single/P,TritonII,512K,4xPCI/5xISA,2xIDE/IO,2S/1P,8x72,AT	$ 159
S-1571S-75~200MMX/K5/K6,430TX,512K,5xPCI/4xISA,IDE/IO,2xDim,Simm,ATX,Award.	$ 139

MICRONICS

Fortress-233~300,Dual PII,440FX,4xPCI/2xISA,IDE/IO,2S/1P,4xDim,Phoenix,ATX	$ 419
Stingray-233~300,P-II,440FX,4xPCI/4xISA,IDE/IO,2S/1P,4x72/2x168,ATX	$ 319
P6DPi-150~200,Dual Pro,440FX,7xPCI/2xISA,2940UW/IDE,Video,i960,4xDimm	$ 759
M6Me-150~200Mhz,Natoma,3xPCI/6xEISA,2940UW SCSI,2xIDE/IO,2S/1P	$ 649
W6-LI-Dual Pro,440FX,4xPCI/2xISA,2xIDE/IO,2940UW/SB16,4xDim,ATX	$ 495
M6Mi/S-150~200Mhz,Natoma,4xPCI/3xISA,2xIDE/IO,2S/1P,SB16,ATX	$ 315
Invader-150~200Mhz,Natoma,4xPCI/4xISA,IDE/IO,2S/1P,4x168-pin,ATX	$ 295
M7S-Hi-90~233MMX,430HX,512K,4xPCI/3xISA,2xIDE/IO,2S/1P,4x72,ATX	$ 179
Twister-200MMX/K6,430TX,512k,5xPCI/4xISA,IDE/IO,2S/1P,4x72/Dim,AT	$ 159
Thunderbolt-200MMX/K6,TX,512k,4xPCI/4xISA,IDE/IO,2S/1P,2x168,ATX	$ 239

intel (Made By Intel)

Atlanta-P-II,440LX,3xPCI/2xISA/1xAGP,2xIDE/IO,2xUSB,3xDimm,Phoenix,ATX	$ 335
Portland-P-II,440FX,3xPCI/3xISA,2xIDE/IO,Yamaha Audio,USB,4x72-pin,ATX	$ 259
Venus-Pentium/Pro-150~200Mhz,Natoma,4xPCI/3xISA,2xIDE/IO,2S/1P,4x72,ATX	$ 129
Anchorage-75~200MMX/K6,430TX,512K,Yamaha Sound,3D Video,IDE/IO,ATX	$ 255
Tucson-75~200MMX,430HX,512K,4xPCI/3xISA,IDE/IO,2S/1P,SB/Pro,2M/VGA	$ 198

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MegaRUM758-233~300+Mhz,Dual P-II,440FX,6xPCI/2xISA,2940UW/Raid,ATI	$ 765
MegaPro-150~200Mhz,Dual/Pro,440FX,4xPCI/4xISA,IDE/IO,8x72,USB,Full ATX	$ 498
Merlin/DP-150~200Mhz,Dual/Pro,440FX,4xPCI/3xISA,IDE/IO,USB,4x72,baby AT.	$ 445
Merlin/Pro-150~200Mhz,Natoma,4xPCI/4xISA,IDE/IO,2S/1P,USB,4x72,baby AT	$ 319
ATLAS PCI-III-75~200MMX,SIS,512K,4xPCI/4xISA,2xIDE/IO,2S/1P,4x72,baby AT	$ 309
Apollo III-75~200MMX,Triton HX,512K,4xPCI/3xISA,2xIDE/IO,2S/1P,4x72,AT	$ 215

ASUS

P2L97-DS-233~300+,Dual P-II,440LX,4xPCI/2xISA/1xAGP,2940UW/2xIDE,ATX	$ 498
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KN97-X-233~300Mhz,P-II,440FX,5xPCI/3xISA,2xIDE/IO,USB,4x72-pin/1xDimm	$ 279
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PA-2007-75~200MMX/K6,VIA590,1M cache,4xPCI/3xISA,2xUIDE/IO,4xSim/2xDim	$ 139
PT-2011-75~200MMX/K6,430TX,512k,4xPCI/4xISA,2xUIDE/IO,Sim/Dim,ATX,AMI	$ 135

BIOSTAR

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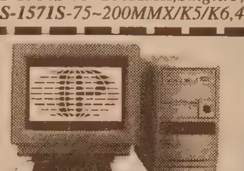
MB-8500TTD-75~200MMX/K6,TritonTX,512K,4xPCI/3xISA,IDE/IO,2S/1P,2xDimm	$ 115
MB-8500TVG-75~200MMX,TritonVX,512K,3xPCI/4xISA,IDE/IO,2S/1P,4x72/2xDim	$ 79



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*16X Speed IDE CD-ROM
*Mini-Tower Case w/250W P.S
*Diamond Stealth3D w/4MB EDO
*Keyboard & MS Mouse
*Windows95' Installed.

AMD K6-166/200/233Mhz	$1119/$1189/$1299
Cyrix686-166+/200+Mhz	$1039/$1059
Cyrix M2-166+/200+Mhz	$1079/$1119
Pentium-133/150Mhz	$1079/$1069
Pentium-166/MMX Mhz	$1109/$1129
Pentium-200/MMX Mhz	$1199/$1239
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Designed for: Novell, UNIX, Win NT

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DUAL P-133/150	$1779/$1759
DUAL P-166/200	$1849/$1999

DUAL PCI/ISA: (Tyan S-1564D)

DUAL P-133/150	$1599/$1589
DUAL P-166/200	$1679/$1849

Pentium-II Station

*Intel Pentium-II 233~300 CPU w/fan
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*6.4GB Ultra/33Mb/IDE hard disk
*Creative Lab AWE64PnP
*Yamaha Stereo Speaker,w/Retail
*Diamond Supra56K Fax/Voice Modem
*17",1280x1024,28NI,Flat
*24x Speed IDE CD-ROM
*Teac 3 1/2",1.44MB Floppy Drive
*Mid-Tower, w/250W (ATX)
*MS-Mouse & 104keys Keyboard
*Diamond Stealth3D Virge,w/4MB VRAM
*MS-Windows95" Installed (licensed)

Pentium-II-233Mhz,w/512k cache	$2449
Pentium-II-266Mhz,w/512k cache	$2569
Pentium-II-300Mhz,w/512k cache	$2889
Upgrade to SCSI	$Call

Dual NT Station

Dual Pentium Pro-150~200Mhz Ready
*4xPCI/4xEISA,w/IO,2S/1P,USB
*Intel Natoma(440FX) Chipset.
*64MB/60ns/EDO(up to 1GB) Memory
*Adaptec 2940UW SCSI,w/Raid Port
*4GB Ultra Wide SCSI-3 Hard Drive
*ATI 3D Pro Turbo(PC2TV) 8MB SGRAM
*17" 1280x1024,27NI Monitor
*Toshiba 15x Speed SCSI CD-ROM
*MS-Mouse,101 Keyboard
*Teac,1.44MB Floppy
*Full-Tower Case w/250W P.S
Designed for: Novell, UNIX, Win NT

DUAL PCI/EISA: (AIR P6NDP)

DUAL P6-166/180	$Call/$2599
DUAL P6-200 w/256k/512k	$3159/$Call

DUAL PCI/ISA: (Super P6DNF)

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*4GB Ultra/Wide SCSI3 Hard disk
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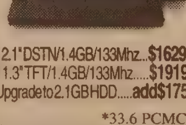

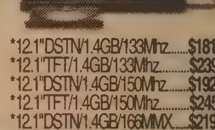

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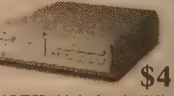

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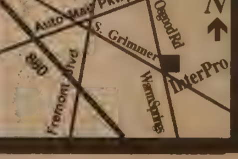

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Email Privacy In The Next Century

Or, Remailing To Spies

Sending secure messages through the Internet may get harder and harder if the government, led by the FBI, makes using real encryption illegal. This issue began with the debate over the Clipper Chip and continues with debate over encryption usage and exportation.

It's as if you can't do anything privately.

One technique for privacy many Internet users have employed has been the use of remailers—people who take mail in and remail it with anonymous return addresses. People seek anonymity to avoid getting on SPAM lists and so they can be, well...anonymous!

If encryption is made illegal and you want to encrypt a message, maybe a remailer would be the way to do it without getting caught.

Paranoid Thoughts

But who is running these remailing operations?

Recently it was divulged that government spy agencies were behind many of the remailing operations. This seems somewhat logical. But how would you go about securing anonymity if you suspected that some anonymous remailers were run by government agencies, or worse, some weird cult?

What if you suspected that those who run anonymous remailers were vulnerable to legal attacks, or could be bribed to divulge information about their users?

What if you suspected that the amount of traffic flow through an anonymous remailer was too low to effectively obscure your usage of it?

The solution to these fears was suggested to me by an anonymous (go figure) reader, who says, "The only way you could be really sure about security is to run a remailer of your own! All messages you send out, you make sure that they at least chain through your *own* remailer."

Crypto Chains

The idea of chaining is to send your message through multiple remailers. This involves multiple encryption "envelopes." Each remailer decrypts the message, only to find another encrypted message destined for another remailer. If these chained messages pass through your own remailer, you *know* when someone is trying to bribe you for information. You know when the law comes knocking. You can doctor the records to leave no trace of your own message. Cyberpunk remailers would not keep logs but if they are run on a larger, multi-user UNIX machine, the system may keep logs at a global level.

It's possible that most remailers run remailing operations to simply guarantee that their own mail is anonymous.

My anonymous friend says: "Anonymous remailers are *not* necessarily used for crimes or espionage. I certainly don't know anyone, nor have I heard of anyone, who uses them for this purpose. They are terribly difficult to use. You cannot depend on a message arriving in a timely fashion. They are designed to randomly delay mail to foil traffic analysis. The software is finicky beyond belief; one misplaced letter and it doesn't work. DOS line endings (CR/LF) don't work so all mail has to be UNIX-ISED (line endings LF only) Often, a message will not even go through, it gets lost. You might as well just PGP encrypt your mail and send it directly to the intended recipient.

"So they are far from effortless. In fact, if you were a spy, you could just go to a lonely pay phone, or hotel, and modem out the information. Much easier than using an anonymous remailer. But once again, people don't always do the easy thing and thus, people still might use remailers for espionage. If so, I think they are stupid.

"Using remailers for espionage is not safe. I'm sure the US government *does* have an almost complete list of people using PGP (at one time, when you wanted to download a copy, you had to fill out a form giving your name etc. and agreeing not to export it) or barring that, PGP usage in email is easy to detect in the big routers MAE-West, MAE-East, etc., and the addresses of those using them can easily be logged.

"Also, traffic to all the remailers can be logged, even though the contents cannot necessarily be known. Should some nasty criminal incident involve a remailer, the spooks can interview/interrogate all known users of the remailer. So, if I were a spy, I certainly would not want to be known as a remailer user.

"Many people use remailers because they are scared that someone will use their email address on Usenet to forge messages or send kiddy porn. I see it happen every day.

"Remailers are a *technical* solution to a problem where the law has failed. That's all. The 21st century is shaping up to be the century of the individual. If you look around the world you see individuals standing up to large countries, groups and companies and sometimes succeeding. *What* someone says is the important thing. *Not* who said it. Identifying the sayer of something is only useful to people who want to suppress what is being said.

"The human race is coming out of a dark age where people have been convinced they needed Kings, Generals, Emperors and Popes to survive. We still see it today with people putting so much trust in The President. The important people are the elected representatives in Congress, but people have a built-in awe of the one-top-person hierarchy. Perhaps it's biological, perhaps just a vestige of 6000 years of civilization. I don't know, but I do know it is starting to wane. Hopefully, millions of people won't die anymore on the whims of the power hungry."

An interesting perspective, but one that introduces the concept of the poison pen-letter as a way of life. My anonymous friend has an idealistic perspective on the power of an idea. And while it's true that what was actually said might be more important than who said it, it is sometimes important to know who said it. There are such things as liars and subversives who exist in a shadowy underworld. Too many hoaxes are perpetrated on the Internet not to be concerned that one may trigger a stock market crash or a war. Certainly it would be easy to ruin someone's life anonymously if you do it right.

The fact is that anonymity and privacy aren't the same thing, and you can be certain of a clash sometime soon. ■

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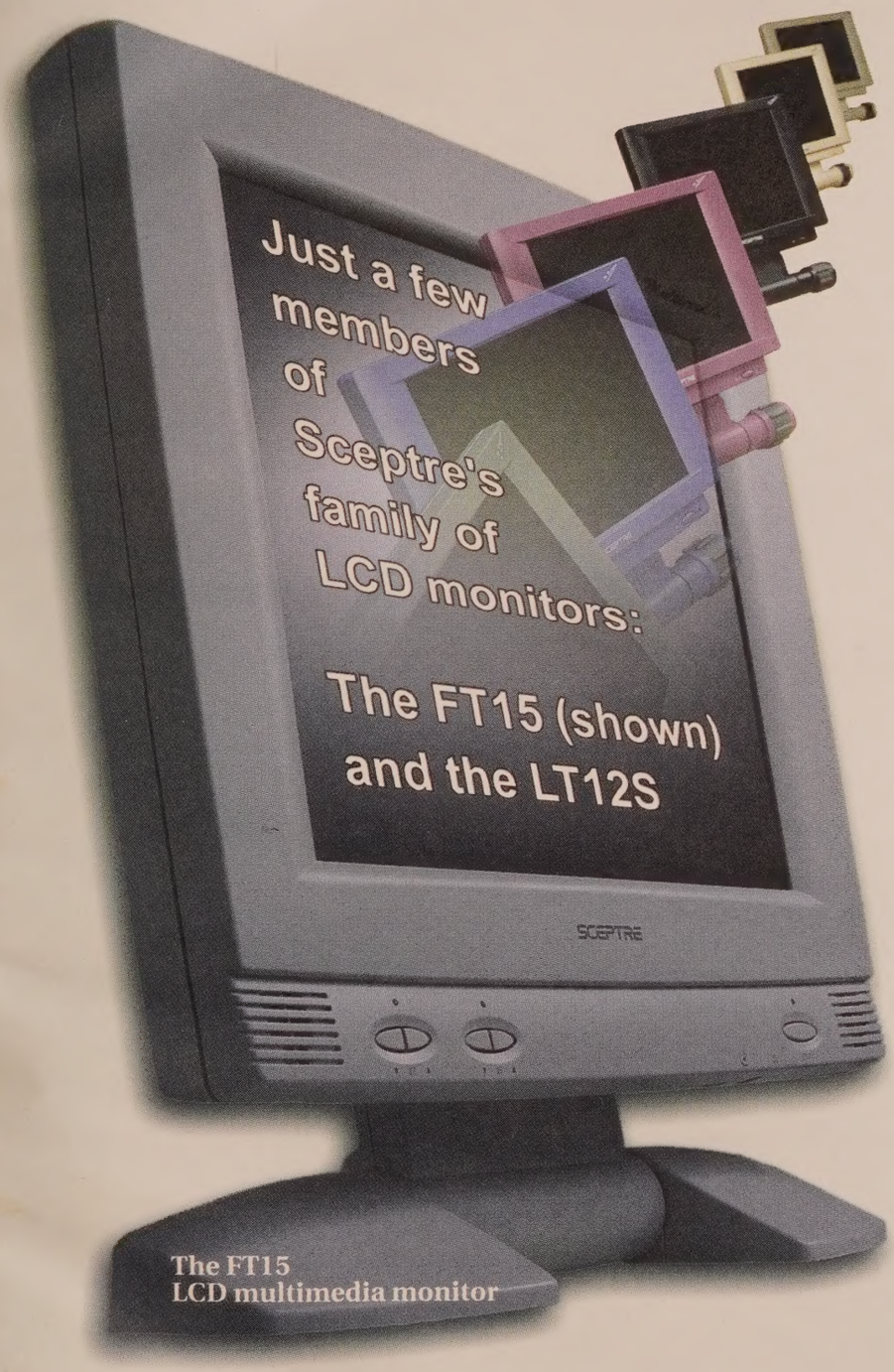

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